

AMERICAN NURSERYMAN

The National Journal Of Commercial Horticulture
Chief Exponent Of The American Nursery Trade



Circulating Throughout the United States, Canada and Abroad, Featuring Commercial Horticulture in all its Phases of Nursery Stock, Orchard, Landscape Planting, Distribution. Published Monthly by the American Fruits Publishing Company, Inc.



Vol. XXX

ROCHESTER, N. Y., NOVEMBER, 1919

No. 5

Painesville Nurseries



The Storrs & Harrison Company

Established

1854

NURSERYMEN

FLORISTS

SEEDSMEN

46 Greenhouses

PAINESVILLE, OHIO.

1200 Acres

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—OF—

**ORNAMENTALS, FRUITS, EVERGREENS
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CLEMATIS and HERBACEOUS PLANTS

FOR

**NURSEYMEN ORCHARDISTS
DEALERS GARDENERS**

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one and one-half hours from Rochester.**

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Market Development Fund.

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12000 Elms, 10-12 ft., 1½-2 inch, 2-2½ inch, 2½-3 inch.
120 Linden, 10-12 ft.
12000 Norway Maples, 1½-2 inch, 2-2½ inch, 2½-3 inch, 3-3½ inch, 3½-4 inch.
300 Schwedleri Maple, 2½-3 inch, 3-3½ inch, 3½-4 inch.
5000 Soft Maple, 6-8 ft., 8-10 ft., 10-12 ft., 1½-2 inch.
800 Lombardy Poplar, 6-8 ft., 8-10 ft., 10-12 ft., 2-2½ inch, 2½-3 inch.
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1000 Lilac White, 2-3 ft.
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500 Philadelphus Falconeri, 3-4 ft., 4-5 ft.
900 Golden Elder, 2-3 ft., 3-4 ft., 4-5 ft.
1600 Spirea Billardi, 2-3 ft., 3-4 ft.
1200 Spirea Collosa Alba, 10-12 inch.
400 Spirea Reevesi, 2-3 ft.
2000 Spirea Thunbergi, 2-3 ft.
4000 Snowberry, 2-3 ft., 3-4 ft.
3500 Indian Currant, 2-3 ft., 3-4 ft.
1500 Spirea Salicifolia, 2-3 ft., 3-4 ft.

C. M. HOBBS & SONS

BRIDGEPORT,

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The Willadean Nurseries

**OFFER A VERY COMPLETE LIST OF
Ornamental Trees, Shrubs, Ever-
greens, Vines and Herbaceous Plants
A LIMITED STOCK OF
FOREST TREE SEEDLINGS**

and would advise placing orders early for seedlings. Forest
Tree Seeds in limited supply. Prices quoted on application.
Trade list ready.

THE DONALDSON CO.

Sparta, Kentucky

The Monroe Nursery

Established 1847

Offers a fine stock of

**Apple Cherry
Peach Berberis
Spirea Van Houtte**

Other Ornamental Shrubs. H. P. Roses, Etc.

Will be pleased to quote on your list of wants

I. E. ILGENFRITZ' SONS CO.

MONROE, MICH.

We are subscribers to the Nurserymen's
Market Development Fund.

Princeton Products

are

Ornamental

**Trees, Shrubs and Evergreens of high
grade for the wholesale trade**

Princeton Nurseries

Princeton in New Jersey

November first

1919

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American Association of Nurserymen

ORGANIZED 1875

Has in active and constant operation:

CREDIT AND COLLECTION BUREAU

Handling Claims and Collections for Members Only. Where the advice or services of a local Attorney are required, we have a corresponding-list of 12,000 Attorneys, bonded by the U. S. Fidelity & Guaranty Company. Our Bureau offers Members unusual facilities for obtaining prompt and accurate Credit Information.

THE NURSERYMEN'S NATIONAL SERVICE BUREAU

Distributing articles of a timely and helpful sort to over 800 Newspapers, believing that the more general, intelligent and profitable use of Trees and Plants will benefit the public and ourselves. This work, to increase the business and the profits of our Members, is directed by a Committee of representative, conservative Nurserymen and financed by the Association.

TRAFFIC AND FREIGHT CLAIM BUREAU

Able conducted by Mr. Sizemore, an authority on all matters relating to rates, classification and transportation. Freight and express bills are audited for Members Only and overcharges collected for them.

ARBITRATION COMMITTEE

For the adjustment of claims and disputed accounts between Members. Every case submitted has been decided promptly and the award accepted gracefully, thus conserving the good-feeling and friendly relationship necessary between members of the trade.

A VIGILANCE COMMITTEE

Who are charged with investigating all Complaints and Grievances whether of Nurserymen or of Planters, and the prompt and equitable adjustment of them, in justice to those concerned; thus assuring all who do business with members of our Association, of fair dealing and correct treatment as far as the prestige and influence of the National Trade Organization can secure it.

Other Committees made up of leading men in the trade have under constant consideration such important matter as LEGISLATION, The TARIFF, STANDARDIZATION, POLICIES, NOMENCLATURE, etc.

Our FOUR HUNDRED MEMBERS, scattered throughout the United States and Canada, are the leading, progressive, successful men in the industry; our efforts are co-operative and to make more business and better business for our Members; the things we are doing and the program we outline, indicate what we stand for.

All reputable nurserymen who approve of Progress and Co-operation are invited to stand with us. For further information, address:

American Association of Nurserymen

JOHN WATSON, Executive Secretary

PRINCETON, New Jersey



Retails for 50c.

Here's an accessory off the beaten path—new—different—the *only one* of its kind—filling a LARGE and CONSTANT demand!

Although introduced late last summer, **Clover Lawn Mower Sharpening Compound** made an instant hit—folks realized immediately that here was the ideal way of sharpening lawn mowers—quickest, easiest, cheapest.

Now **Clover's** convincing story will be told to a vast audience of magazine readers beginning next January.

In addition, through publicity in boys' papers, thousands of boys will be enlisted in Mike Clover's Klean Kut Klub which offers prizes to boys sharpening the most lawn mowers with **Clover**. Hundreds of boys are now members and we taught them to earn good money last summer.

Attractive Cuts and Convincing Reading Matter for Your Catalog---

We will supply you with a set of cuts shown opposite, also with a cut of the can of **Clover** shown above. With these cuts, we will send you copy that is fully descriptive and of demonstrated pulling power.

Act at Once! Be Prepared!

Clover made a big hit this summer and with the aid of our National Advertising, it will be the most notable seed accessory success of 1920. Write at once for samples. Get posted. Convince yourself of **Clover's** great merit. Then LIST IT IN YOUR CATALOG—it will be the best move for more accessory business you ever made.

Clover is packed in a lock, cornered wooden box, 1 doz. cans to the box. Full illustrated directions attached to each can. Sales helps and a colored counter display are cluded in every box.

Clover Manufacturing Co.

135 Pleasant Street,

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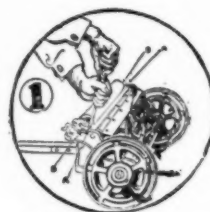
San Francisco Branch, 559 Howard Street

*Makers of the Famous Clover Grinding Compounds—Nationally Advertised—
Internationally Known—The Acknowledged Leader*

3,000,000 Cans Sold in 1918.

HOW IT'S DONE WITH CLOVER

Illustrated, detailed instructions accompany each can, but, here is how it's done.



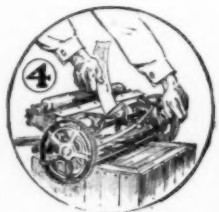
1. Adjust base blade to as even a contact as possible with each rotary blade for entire length. Don't set too tightly together.



2. Apply **Clover Compound** **entire length** of each rotary blade with finger tip.



3. Push the mower forward and back rapidly on level surface a dozen times, spinning the blades, and grinding them together sharp.



4. Wipe off compound; blades should cut newspaper like sharp shears; if not, proceed again as above until they do.

AMERICAN NURSERYMAN---November, 1919

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of individuals, etc. All photographs will be returned promptly.

ADVERTISING—Advertising forms close on the 27th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.10 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the entire operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"AMERICAN NURSERYMAN" will be sent to any address in the United States for \$1.50 a year; to Canada or abroad for \$2.00 a year. Add ten cents unless bank draft, postal or express money order is used. Three years, \$3.50 in U. S.

RALPH F. OLCOTT
Editor Manager

AMERICAN FRUITS PUBLISHING COMPANY, INC.

39 State Street,
Rochester, N. Y.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

INDEPENDENT AND FEARLESS—"AMERICAN NURSERYMAN" is not the official journal of any organization. It therefore makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and international in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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THE
PREFERRED
STOCKTHE
PREFERRED
STOCK

The Leading Question

now-a-days is where to procure adequate and satisfactory supplies of stock. We are not as heavily stocked this year as we wish we were, but fortunately we have had the largest stocks this season that we have ever had. They are becoming booked up quite rapidly, but we still supply very good assortments in most of our leading lines. The growing season has been a favorable one so that grades and quality will be up to "J. & P. Preferred" standard.

Write us about any of the following articles,—or about *anything* you are needing. If we haven't it, maybe we can "put you next".

Climbing Roses	Ampelopsis, Veitchii
Clematis Paniculata	Herbaceous Perennials
Climbing Vines	Paeonias
Flowering Shrubs	Ornamental Trees
Lilacs	Evergreens

Our fall trade-list was mailed out Sept. 14th. Did you receive a copy? If you did not and are "in the trade" we would like you to have one and to place your name on our mailing list. Please use printed stationery when writing, though, or enclose business card. For our customers' protection, we send our lists only to "the trade".

Jackson & Perkins Company,

NEWARK, NEW YORK

THE
PREFERRED
STOCKTHE
PREFERRED
STOCK

Franklin Davis Nurseries, Inc.

404 W. Baltimore St. BALTIMORE, MD.

JOSEPH DAVIS, General Manager.

For Fall 1919--Spring 1920

APPLES—2 yr. Buds $\frac{1}{2}$ in. and $\frac{1}{4}$ in. grades.
" 1 yr. Buds $\frac{1}{2}$ ft. and $\frac{1}{4}$ ft. grades.
PEACH—1 yr. Buds, all grades.
CHERRY—1 and 2 yr. Only a few left.
PRIVET, (California)—By the carload, in all grades, 2 and 3 years old. Oriental Planes, Norway and Sugar Maples, Maiden Hair, Pin Oak, Willow Oak.

Send us your Want List and Surplus List.

Nurserymen Should Know

That one of the fastest growing industries
in the country is

NUT CULTURE

Demand for information as to Nursery-grown Nut Trees is insistent on all sides. Full information by specialists appears regularly in

AMERICAN NUT JOURNAL

Leading National Publication of the kind

Subscription \$1.50 Per Year

Advertising Rate \$2.10 per inch

AMERICAN FRUITS PUBLISHING CO., Inc.

39 State St., ROCHESTER, N. Y.

"MIDLAND" NURSERIES

PARMENTIER & VAN NOPPEN

NAARDEN—HOLLAND

Member "Holland Plant Exporters' Association."

We specially grow:

FRUIT TREES and **ROSES STOCKS**. **DWARF** and
STANDARD ROSES on CANINA.

FRUIT TREES

For Prices and Quantums apply to us

REGISTERED CABLE ADDRESS: "MIDLAND," NAARDEN

W. T. HOOD & CO. Old Dominion Nurseries

RICHMOND, VA.

Apple, 2 year, fine Ben Davis, Black Ben Davis, Gano, Delicious, Lowry, Rome Beauty. Shade trees Extra Fine; straight bodies and extra rooted; one to two and one-half inches. Norway, Silver and Sugar Maple, Pin and Red Oak. Evergreens—Norway and Hemlock Spruce. Deodar Cedars, Irish Junipers, California Privet, 2, 3, and 4 year. Sugar Maple Seedlings, six inches to ten feet.

Write us for prices.

Completely Covering The Nursery Trade

A Real Trade Journal Read From Coast
To Coast and Highly Indorsed by
Leaders Everywhere Is

The American Nurseryman
Rochester, N. Y.



BUSINESS announcements in this Chief Exponent of the American Nursery Trade reach every nurseryman cultivating ten acres or more in every State in the Union. The only publication of the kind. Loyal to the best interests of the trade and leader in movements which have characterized trade progress for a quarter of a century! Absolutely independent.

BRISTLING WITH TRADE NEWS
AN EDITORIAL POLICY OF NOTE
ADVERTISEMENTS FACE READING
ALL ADVERTISEMENTS CLASSIFIED
A TRADE JOURNAL THAT IS READ
SPECIAL FEATURES IN EVERY ISSUE

Advertising: \$2.10 Inch. Subscription: \$1.50 Per Year.

AMERICAN FRUITS PUBLISHING CO.,
Box 124, Rochester, N. Y.

American Nurseryman

The National Journal Of Commercial Horticulture

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ROCHESTER N. Y., NOVEMBER, 1919

No. 5

SUMMER PLANTING AND A YEAR-AROUND INCOME

By W. C. Griffing, Port Arthur, Tex., Before S. W. Nurserymen's Association

DON'T all say at once "impossible"—I forget just whose definition it was, but somebody defined impossible as something very difficult for the ancients. When you look into the differential of an automobile, it is then that you think all things possible. Summer planting is not only possible, but the biggest asset to any nurseryman's business.

Bare-rooted trees cannot be transplanted after the sap has come up, but when trees are taken up with a ball of earth about the roots, they can be handled at any time of the year, it matters not what season.

Most of us are familiar with baling and burlapping as this process is called. For the benefit of those who are not, it is one of the most wonderful adventures, in the nursery and landscape business. A tree, shrub or plant is dug without disturbing the roots. Growth continues just as though that tree or plant had never been moved from the earth in which it originally grew. The surrounding earth which is lifted intact (the roots) yields nourishments and serves as protection for the roots until the tree or shrub is transplanted.

We used to think, as many do now, when we were digging stock bare-rooted and getting from 15 to 25¢ for a peach tree, that when the sap went down, we could commence digging and when the sap came up in the spring, our season was closed. We would then cut half or more of our office and field forces, (in that way, letting trained help go), stop planting until the following November and then break in a new bunch of help.

Nursery business is divided into departments: Fruits, ornamental, and so on. And, there are different methods in selling. Some sell through direct Mail-Order Trade; some through salesman on the road, and then, there is a general line of landscape planting locally that every nurseryman and florist has to take care of. Summer planting applies principally to the ornamental department; and to those who have or should have the landscape department connected with their establishments.

We are looking to the moneyed man for our long profits and not the old-time buyer who planted four peaches in his back yard and three sycamores on his front walk. And, with the big man, his fancies come and go over night, and when he gets the same bee in his bonnet, then is the time we want to reach out and be of service to him in improving his surroundings, even though it is the first of August.

You may come back at me, and say that there is something in our Coast Country atmosphere or climate that permits us to move this stock at this time of the year, but it is far from such. With us, we move our stock directly from the field to the yard, with hardly any losses. In the event that it is a failure with you, try the next best way of defoliating about one-half—place in the packing shed and keep damp from one to three weeks until new roots form in the ball of earth. Another good method is to ball and burlap the stock prior to the months of April and May and place this stock in a lath house or packing shed, heeled in shingletop or hay (the tops should be kept well sprinkled). Then, just do enough planting on your jobs to cinch them and keep your labor busy and your customer happy.

When stock is handled in this way, the plants go to your customer with leaves on them, and he likes that immediate effect in the appearance. He feels much better about the Spireas, Altheas, Crepe Myrtle and many other of our deciduous shrubs than he would if they were put out in the winter months, without a leaf on them. And, there is a great advantage in planting

evergreen trees and shrubs in summer, for they will live much more readily, when planted in the warm ground. By the time you get your customers job finished up, in January that you started in July (mid-summer), the bushes that have already been put in have made, under the increase of water and attention given them, a good growth, and they are in a much better position to stand the following spring's drought, than if they had been planted during the winter months, and your man immediately interested and the consequences are that in the windup, he thinks he has done as much towards the building and beautification of his place as yourself, and there is an interest manifested that makes him happy.

I feel as though a commercial salesman could come along and lay before you, something as a side line that would care for your labor situation in the summer, most of you would take on an expenditure of from one to five thousand dollars in enlarging your business to take this on. Now, I have a far

NURSERYMEN'S INFLUENCE

WITH every development of plant-breeding and plant-culture, the Nurseryman has become a more important factor in the public weal. He is the one who makes it possible for the plants to be cultivated in a general and in a large way. The Nurserymen have had great influence in the upbuilding of the country, and this influence must increase as long as plants are cultivated.

Dr. L. H. BAILEY.

Ithaca, N. Y.

different proposition; your packing sheds are built; your help is already lined up; your trees and bushes are grown, and instead of investing that one of five thousand dollars, let's get on the job, with a little close observation, and give it a thorough and fair trial.

Our very prettiest yards are planted in mid-summer and people think us kind-of-strange; for a few years back, they could not conceive the idea of planting a very big bunch of trees even in the winter, to say nothing of the summer.

I used to feel like I wanted to carry my catalog on my inside pocket, because I didn't care to have some people I saw, come and go, know that I was in the nursery business. But, today, is different, people are traveling and seeing pretty plantings. It is a topic of conversation of tea parties, and the "Ladies' Home Journal," "The Home Beautiful" and other papers of their type are devoting from one to five pages and it is getting to be a real profession.

The average old tree salesman can't go out and interest a man in a \$2,500.00 planting. For these reasons, it is up to us to put our whole hearts and souls into the business. Study ourselves and teach our employees in open discussion. Teach them to speak of the Aucuba as a very pretty little plant from the Himalaya Mountains in Asia, and the Cedrus Deodara as the little cedar that Kipling writes so many pretty stories about, and so on. For you know as well as myself, and the fact has never been different, that if you don't know more than your customer, you stand a mighty poor chance of getting his attention.

Comparatively speaking, there only a few Landscape Gardeners and Nurserymen so far, who have adopted the practice of summer planting. But, it is rapidly coming to the front.

AMERICAN POMOLOGICAL SOCIETY

The next meeting of the organization will be held in St. Louis, Missouri, on December 30, 31 and January 1, 1920. Hotel headquarters will be at Hotel Statler.

Dr. Bailey in his last letter just before leaving for Europe, July 6, said: "I think all we can do at this time is to call a conference, and with no formal program beyond reports of committees and the society business."

Accordingly this is to advise members of the event and its purpose. It may be well, however, to add a few words in further explanation of the topics to be considered. Stress will be put upon the fact that the society desires to enlist the support of all amateurs in fruit growing, including nuts, as well as all commercial growers who love fruits for themselves as well as for business: To consider the revival of the earlier activities of the organization in the exchange of varieties; discussion of nomenclature; reports upon the behavior of new, little known, and favorite old varieties; a permanent home; the affiliation of all state and district societies; a tie that will bind; colors, buttons, emblems or monograms. In fact, the whole event is to be devoted to the work of thoroughly reorganizing the activities of the society and arousing the committees, which have been too dormant during recent years, to up-to-the-hour action.

Dr. Bailey has his pocket full of suggestions for new things and new ways of accomplishing them, and it is the earnest desire of all the officers that every person interested in the upbuilding of a real American pomology attend and present his views as to how the American Pomological Society may best serve the cause which it represents.

Let us make of the conference a memorable event in the history of American pomology, and bring to an active focus the influence of an organization that is now under the leadership of one who can and will, if fully supported by the pomologists, bring about results that will be of great good, of lasting value and of distinct credit to our beloved and chosen industry.

Yours for a successful event,

E. R. LAKE, Secretary,
2033 Park Road, N. W.
Washington, D. C.

Jackson & Perkins Co. Officers—At recent meetings of the stockholders and directors of Jackson & Perkins Company, Newark, N. Y., Charles H. Perkins, the founder of the business, tendered his resignation as director and president, on account of his making his permanent residence in California.

George C. Perkins was elected to succeed him as president and also continues to hold the office of treasurer. Charles H. Perkins, 2nd, was re-elected vice president. P. V. Fortmiller, who has been associated with Jackson & Perkins Company for many years and is well known to the trade, was elected secretary.

Director Hecke of California Dept. Agr. has received advices from E. W. Rust, parasite collector attached to the Office of Pest Control of the new Department of Agriculture, that he safely arrived at Cape Town August 13, last. On the voyage to Cape Town, Mr. Rust was in company with the African Expedition of the Smithsonian Institution at Washington, D. C. In the Expedition were Edmund Heller, biologist late of the Roosevelt Expedition, in charge of the party. Dr. Shantz, botanist, Dr. Raven, zoologist, and six other members, representing the moving pictures and newspapers.

News From Packing Fields From Coast to Coast

Special Reports to the "American Nurseryman" on Season's Sales---How Unprecedented Conditions Have Been Met In the Trade---Strenuous Efforts to Supply Demand---Big Business Despite Labor and Shipping Handicaps---East, West, North and South the Indications Are for Continued and Increasing Demand at Prices Commensurate with Costs---Bright Prospects for Spring Trade.

Heavy Planting of Peach Seed

Editor American Nurseryman:

Sales much better this season than last. High prices received for all kinds of fruit have stimulated interest in fruit growing. Throughout the Southwest there is a big demand for Berry Plants, Peach Trees and Grape Vines, and there is not enough stock to supply this demand. There is being a heavy planting of Peach Seed made this fall and we predict there will be plenty of Peach trees next season to supply all demand, especially in June Buds and this is the tree desired by most Commercial Orchard planters in the South.

PARKER BROS. NURSERY CO.
Fayetteville, Ark.

Prospects Wonderful

Editor American Nurseryman:

This season's sales have been the best we have ever had and the conditions and prospects for next season are wonderful.

Regarding the shortage will say that we think it is tremendous especially on fruit stocks.

THE GREENING NURSERY CO.
Steiner, Sales Manager,
Monroe, Mich.

Prospects In Georgia

Editor American Nurseryman:

The demand for Nursery Stock exceeds the supply here in the South. It looks now like this condition might continue for several years, as plantings will not be large this winter. Stocks and seeds in short supply. The prospects seem to favor higher prices for the next year or two, rather than lower.

SMITH BROS.
Concord, Ga.

Planters Pay the Price

Editor American Nurseryman:

It seems certain that here will not be enough nursery stock in the country to supply the demand. We are receiving letters daily asking for prices on large lots of apple trees. The demand is for odd varieties like Stayman's Winesap, Jonathan, Wealthy, Duchess. There is a less quantity of peach trees in the country than of apple and there will more than likely be a famine in peach trees. Grape vines are the most scarce of any nursery item and can scarcely be bought anywhere at wholesale at any price. While currant bushes may not be so scarce as grape vines, they are nearly so.

There was some doubt in the minds of a few nurserymen as to whether the public would pay the present advanced prices for nursery stock, but the fall trade so far indicates that these prices can be maintained or even higher prices in some instances. Plum, cherry, quince and apricot are even more scarce than apple trees. Profits to Nurserymen may not exceed usual limits on account of shortage of items in stock for filling orders.

GREEN'S NURSERY CO.,
C. A. Green, President,
Rochester, N. Y.

Shipping Labor Delays

Editor American Nurseryman:

Business in our locality is good, and were it not for the seriousness of the labor condition, we would think the outlook very bright. It is not a question of getting business, but more a question of handling it after you do get it. Not only is labor bad, but shipping is in a very poor state. We have been tied up for more than a week now with an express embargo, due to the strike. Freight shipments are also very slow. We had, for example, some shipments

to Rochester which took just three times as long as normally.

Just what it will come to, no one can say, but the outlook is certainly not encouraging, with all these black clouds piling up. Still, as the old saying is "Every cloud has its silver lining," and we are hoping hard for better times.

PRINCETON NURSERIES.

Want Lists to Retailers

Editor American Nurseryman:

It is early to get an accurate statement as to fall sales. However, indications are that there is a certain shortage on many ornamentals as well as fruits. We do not recall a season when more want lists have made their appearance at our office than this and inasmuch as we are largely retailers the arrival of these want lists would indicate that purchasers in wholesale quantities are looking outside the usual channels for what stock may be booked up.

The trade is buying Box Barberry liberally this fall and the new hardy privet Ibolium is meeting with popular favor.

THE ELM CITY NURSERY CO.
WOODMONT NURSERIES, INC.,
E. F. Coe, President.

New Haven, Conn.
Oct. 16, 1919.

Depends On Labor Situation

Editor American Nurseryman:

Trade is very good this fall. Labor is very scarce. The demand for nursery products was never better. We predict a big business in the spring, if labor can be had to take care of it. It all depends upon the labor situation.

THE BAY STATE NURSERIES.
W. H. Wyman, President,
North Abington, Mass.

In the Pacific Northwest

Editor American Nurseryman:

We presume nursery conditions in this part of the country are quite similar to most other sections you have heard from in that the demand for all classes of nursery stock, particularly fruit lines, is greater than nurserymen can supply. Our business is very satisfactory; the demand is good and prices are much better than a year ago.

On the Coast the planting of prunes and berries is especially heavy and promises to exceed the ability of nurserymen to supply the call.

OREGON NURSERY CO.
Jno. E. McGee, Sales Manager,
Orencia, Ore.
Oct. 20, 1919.

In Texas Territory

Editor American Nurseryman:

Retail sales to date with us are up to usual. Wholesale demand for fruiting trees and fruiting plants is exceptionally strong. Indications are that there will be no surplus in fruiting trees or fruiting plants. The demand for ornamentals is not so strong. Peach are grown in much greater quantities in this section than any other fruiting trees. The indications are that supply of peach, for 1920 will be very materially increased over this year's supply.

TEXAS NURSERY COMPANY.
C. C. Mayhew, Manager,
Sherman, Tex., Oct. 16.

Well Equipped In Most Lines

Editor American Nurseryman:

We are very busy just now with fall orders and we have a few orders already that we cannot get dug and shipped this fall. We are practically sold out on fruits, both large and small, with the exception of some va-

rieties of apple. These we would have no trouble in selling but will not be able to handle them until late fall or early spring.

We have a large stock of fine shades and ornamentals but are not pushing the sale of shade stock at this time on account of the time it takes to dig same, as we spend the time so much more profitably in handling other lines. We are sure we will not have any surplus in the spring except shade stock which we can very nicely carry over another year. Trade for next year, looks very promising and we have practically enough stock in most lines to do a nice business.

C. M. HOBBS & SONS.
Bridgeport, Ind.

Outlook For Roses

Editor American Nurseryman:

Our trade orders this autumn have bulked bigger than any time in our previous experience. The demand seems to be general and especially strong on staples.

We have perhaps double the number of field grown roses for sale next spring and may have some for the trade later; but it is extremely doubtful, as we expect strong retail demand in spite of increased prices.

THE CONARD & JONES CO.
Robert Pyle, President,
West Grove, Pa.

Business Too Good

Editor American Nurseryman:

We can sum the situation up in a very few words: "Business has been too good," the main difficulties have been this season in securing enough stock to take care of the demand.

Fruit trees and rose bushes are the scarcest items that we know. We doubt if either will be available at all in the spring, if the present demand keeps up.

Shrubs and Ornamental Shade trees are in very good supply. Even they are getting pretty well booked up in a good many of the more staple articles. We look for a decided increase in prices before spring in this class of stock, and while the increase will not be in proportion to the fruit trees, yet the prices will probably be considerably higher than they are now.

JACKSON & PERKINS COMPANY.
C. H. Perkins, 2nd., Vice-Pres.,
Newark, N. Y., Oct. 16.

Good Trade Ahead

Editor American Nurseryman:

Regardless of the fact that prices on practically everything were raised at the beginning of the season, our sales so far as have exceeded those of last season.

We do not think there is any question but what the prospects for next season's trade will be good. There is practically no surplus to speak of in this section of the country. The fact of the matter is, all nurseries are going to run short in certain items before delivery time next spring. Indications are that there will be a shortage in cherries and plums next season on account of scarcity of seed and stocks.

HARRISON NURSERY CO.
E. H. Smith,
York, Neb., Oct. 16.

Sold Even Frame Cuttings

Editor American Nurseryman:

The growing season of 1919 in this section has not been as good as we would like, on account of the extremely dry, hot weather. In our propagating frame we have produced about 600,000 rooted cuttings, principally of shrubs.

The sales for fall are about normal. Young stock for lining out is in good demand. We are selling out in many varieties at this

Revised Form of Special Import Application

Federal Horticultural Board United States Department of Agriculture

Washington, D. C., October 11, 1919.

Editor American Nurseryman:

I am sending you, for your information and for such public notice in the interest of your readers as you may care to give it, a revised copy of the form of application for special permit to import new varieties or necessary propagating stock as provided for in regulation 14 of the rules and regulations under Quarantine No. 37. The Board appreciates the fact that this is a rather formidable looking document and that it will doubtless be criticized as placing an unnecessary burden on importers and involving excessive red tape. That such criticism will be considered valid from the viewpoint of the ordinary propagator or plant lover is fully recognized, and the Board is very regretful that circumstances have seemed to necessitate the surrounding of those importations with all the safeguards which this application and the permit involve. Unfortunately, however, a small element of the plant importers themselves have made these precautions and safeguards necessary. The Board regrets to announce that it has found that some few of the importers at least have looked upon this Department as fair game and have undoubtedly gone forward with the deliberate intention of violating both the letter and spirit of the regulations. The great body of the American nurserymen and florists and horticulturists will undoubtedly meet the conditions of the quarantine fairly and honestly, and if the Board had to deal with such persons only, it could undoubtedly dispense with the bonding and many of the other restrictions referred to. If this course were possible it would vastly simplify the work of the Board and make it much more agreeable. It is hoped, therefore, that all those interested in the importation of plants and the development of horticulture in America will strain a point and give the Board this much credit.

As an illustration of what the Board meets in this work, there are quoted below the assurances which the Board received from a certain prominent importing florist. These assurances followed some considerable correspondence in which the conditions of importations under regulation 14 had been fully explained. The assurances are as follows quoted verbatim:

"We assure you that these bulbs are to be used exclusively for the purpose of propagation."

"We assure you that they will be propagated by us or by a grower under contract for us absolutely."

"As regards the exact location where the bulbs will be grown this is something that we cannot yet announce. It may be in Long Island; it may be in Virginia; it may be in New Jersey."

"We are casting about for a suitable place and we assure you that your Department will be promptly and duly advised just as soon as exact location where the bulbs will be grown shall be determined upon."

On the arrival of the shipment of bulbs which involved some 50 cases and totalled 25,000 and its inspection and liberation in New York, the bulbs were distributed, quoting from the report subsequently made to the Board by the importer, to "perhaps a hundred different people in various parts of the country." This distribution was made on a purely commercial basis to all sorts of persons with whom he had contracted to supply these bulbs. These contracts for commercial sale had been discussed by letter with this importer, and that he fully understood the situation is indicated by the paragraphs from his letter quoted above.

It should be noted that the restrictions which have been found necessary to safeguard the entry, under regulation 14 and under special permits, of new varieties and necessary propagating stock have not deterred the trades involved from making liberal use of the opportunities for importation provided by this regulation. Nearly one hundred applications have been received for these special permits and most of these applications have been granted, many of them for quantities of a single variety of 50,000 or more, in two instances 250,000. Such special permits under Regulation 14 have been issued to date for over 1,500,000

bulbs and other plants. All these requests are passed upon by the experts of the Bureau of Plant Industry of the Department and, as noted, most of them have been approved, including even the large quantities indicated. In the case of these larger importations the evidence seemed to be adequate to warrant introductions on such a large scale for the purpose of establishing reproduction plantings adequate to meet American needs. Nevertheless, the importation of plants running into these large quantities of a single kind involves the necessity on the part of the Board to keep under certain supervision and to safeguard such importations to see that the bulbs and plants thus imported are used for the purpose specified and do not get at once or within a short time into ordinary commercial channels.

The Board regrets very much that it has been necessary to make so many changes and announcements in regard to these special permits. It must in fairness, however, be recognized that this whole field is a new and untried one and that such changes must be made frequently at the outset, as our information grows, and new needs develop. Ultimately the methods will become fixed and standardized and undoubtedly more easily workable. The object of the Board will be to try to keep the requirements as plain and simple as possible and yet extend the protection which will be demanded, not only in the interest of the efficient administration of the quarantine, but also in the interest of the individuals who are earnestly going forward to develop production in the United States of plants which have hitherto been largely imported.

The explanation of the provisions for the entry of new varieties and propagating stock under Quarantine No. 37, has been issued as Circular Letter 195, revised July 28, 1919. Paragraph 4 in this Circular Letter reads as follows:

This application points out the condition that if the applicant has requested the importation of larger quantities of stock than can be housed and cared for in the inspection houses of the Department of Agriculture, he will be required to provide local storage in Washington for such material during the period of detention for examination and, if necessary, provides also for the cost of disinfection. Small shipments which can be easily handled will be repacked without charge and the original containers will be employed for such repacking wherever possible, but the importer will be required to meet the cost of such repacking and of new containers when such are necessary.

It was anticipated that importations under regulation 14, being essentially for introduction purposes, would be for the most part of small bulk and that the Department could, therefore, handle most of them without much, if any additional cost to the importer. When it became evident that advantage would be taken of regulation 14 to bring in shipments of huge size, running into carload shipments, it became necessary for the Department to require the importer to meet all necessary costs. The Board has in mind a plan which it would like to put into operation with importers which will be a distinct aid to those whose importations are of considerable bulk, namely, to undertake to arrange with some local transfer and storage company to act as the agent of the importer and to remove these importations from the Custom House, Georgetown, to suitable quarters for their inspection and, where necessary, disinfection, and, after inspection, to attend to the shipment of the goods to destination. The Board can probably provide an expert horticulturist to supervise the work, but it would prefer to have the trades involved furnish their own agent who would remain temporarily or permanently in Washington for this purpose. In the case of very large importations by a single person or firm, it may be desirable for such person or firm to provide his or their own agent to supervise such handling and safeguarding of the importation pending its inspection, certification, and bonding.

The form of the bond to be required will be issued in a few days. It will be based

on the very simple bonding system which has been long used by the customs officials in relation to imported goods shipped in bond or held in bond for any purpose. While the legal phraseology may seem formidable, the system is simple enough and involves no risk and comparatively little expense to a man who has no other intention than to comply with the conditions under which the importation is authorized.

Yours very truly,

C. L. MARLATT,
Chairman of Board.

early date. We have sold even many of our 1 year frame cuttings.

It is too early to forecast for spring sales, but as building activities in this section are increasing we predict that there will be a good sale for 1920. It goes without saying that fruits will be sold out.

AURORA NURSERY COMPANY.

J. A. Young, President.

Aurora, Ill., Oct. 16.

No Bonfires Next Spring

Editor American Nurseryman:

As all nurserymen know, fruit trees of all kinds are very scarce; we are very closely sold up. The same is true as to roses. We are still offering shrubs, shades and evergreens and our opinion is that the demand for these will continue to increase so that the prices on same, particularly shrubs and evergreens, will be somewhat higher in the spring.

This section has had a very good growing season and the stock is looking well. Surplus and bonfires will be out of the question the coming spring.

We are now shipping in carlots.

HUNTSVILLE WHOLESALE NURSERIES.
Huntsville, Ala. R. F. Neil.

Many Items Off the Market.

In regard to fall sales in this section they seem to be very large. Stock is exceedingly scarce as well as help. Many items are simply off the market and cannot be secured.

Prices for the past six months seem to have advanced materially.

SHENANDOAH NURSERIES,

D. L. Lake, Pres.

Shenandoah, Ia.

In the Old Dominion

Editor American Nurseryman:

Our own sales have been the largest we have ever had, about one-fourth more than fall 1918. Our sales are mostly for fall delivery.

As we made a very light planting spring 1918 and with the increased sale we are short on a good many varieties of fruit trees and we have experienced considerable trouble in filling our shorts. We find that those Nurseries which grow for the trade have about lost all conscience and are making those like ourselves that created a market by selling through agents pay a big price. For instance I was in New York a few days ago and I made an offer for 500 Shropshire Damson one year 3 feet and up at 35 cents and the Nurseryman turned me down saying that he would not sell for less than 45 cents and thought if he held them for another year would get 50 cents. We succeeded in filling our wants at another place at 30 cents for 2-year 11-16 and 25 cents for 3/4 trees. Our stock for next fall will be lighter than usual as there have been some kinds of stock we have been buying in the past that if the wholesalers want so much for we will have to grow ourselves.

We do not think that orchardists will plant a very large orchard, but from what inquiries we have had and had to turn down, there will be a good many that will plant 500 and 1000 each of apple and peach. The peach planters want most all Elberta and of apple Winesap, Bonum, Delicious and Stayman.

The crop of apples in Virginia has been very good and many crops have been sold at R. R. station at good prices. There has been a demand at station for culls and drops at \$1.50 per hundred pounds. We have an orchard at foot of Blue Ridge Mountains, Albermarle Co., Va., of apple and peach; had a light crop of peaches, but what we had brought good prices and have about 1600 barrels of apple which we are storing.

W. T. HOOD.

Richmond, Va.

What Ornamental Nursery Stock is Doing

Landscape Gardening In Relation To the Nursery Business

By EDWARD TEAS, Houston, Tex., Before S. W. Nurserymen's Association

SOME four hundred years ago Lord Bacon said, "A man shall ever see that when ages grow to civility and elegance, men come to build stately sooner than to garden finely as if gardening were the greater perfection." And today as of old good examples in landscape development are exceptional while they should be the rule.

This is again a day of construction such as the world has never seen, not only in America and devastated Europe, but in the Orient and the remotest lands and the islands of the sea.

Doubtless every age has had its impetus in fine gardens and gardening even as we are enjoying today. Ancient Babylon had her world famed gardens and the Greeks and Romans in their days of triumph displayed great talent in their art of gardening while the Orientals carried the art so far back in to the dim and dusty past that we can only marvel at the perfection of their great achievements.

That there is a most intimate relationship between the interior and its furnishings and the embellishments of the outside of the home can not be disputed and the artful landscape gardener of today should lend to the grounds, surroundings and environment the same charm that the interior decorations, the furnishings and utilities lend the interior of the home.

Time was when the householder went shopping and brought home the bargains and curios and the pretty things or useful things to be had at the market place. Added to these were the presents and odd selections contributed by good, well meaning friends. These selections and collections of things went to make up the interior furnishings and convenience of the home, some times incongruous perhaps and jarring combinations with little thought given to color schemes or the periods of architecture.

How like the old ways of house furnishing the Nurseryman has been the recipient of the home owner coming to buy some trees, shrubs and roses to plant. How carefully they pick the finest bushes and the tallest or straightest trees, the roundest evergreens and plant them where they attract the most attention on the lawn thinking not at all of the general effect nor the symmetry or general lines of the planting as an adjunct to bring out and accentuate the lines of the architecture.

The old way as we term it left to the Nurseryman all but the selected specimens of the most preferred stock. The customer buying according to his fancy the finest specimens of the things that were most attractive at the time he visited the Nursery often giving no consideration to the other seasons of the year. In the spring he went strong on Spireas and Deutzias and Weigelas and all the attractive spring flowering shrubs and plants while in the fall he would be attracted by the evergreens and any late blooming plants that were called to his attention. His home ground plantings would merely display occasional scattered specimens, or be crowded according to his liking for trees and shrubs.

The landscape "art" as it has been termed clears the mind of both the Nurserymen and the customer of a multitude of worries and cares. In ordinary landscape planting the range of the stock which can be used is of such a varied character that it affords the Nurseryman an outlet for practically all lines of stock and does not leave him at the caprice of the "critical buyer" with half his products destined to the brush heap. In a well designed landscape there is a place for almost every kind of plant and shrub and the "slender shrubs" find their place in the background of the shrubbery border where the fine individual specimens would not answer half as well and often even those evergreens having a flat side give an admirable effect in the groupings or against a wall where they give a touch of color or a note of contrast in the picture of which the house is usually the dominant feature and the planting merely the means by which the home-like effect is given to the surroundings. The blending of the varying type of foliage

and flowers each adding its part to the picture as a whole.

In the realm of the landscape art there are no good shrubs and no bad ones, but there is the eternal fitness of things wherein the choicest and rarest shrubs and plants are often no more useful nor more important than the commonest plants if they each in turn find their proper and congenial niche in the economy of the landscape. It is here that the feeble efforts of man pale into insignificance before the master hand as seen in nature's handiwork and happy are we when we may assist and imitate nature in her work and when we shall have created a combination of forms as nature might have created them with harmony and honesty of purpose, combining the artistic and the useful, the elements of appropriateness, with the likes and dislikes of our subjects carefully safeguarded, the effect upon the surroundings carefully considered throughout the twelve months of the year with their changing seasons, their color, outline, skyline, contrast, lights and shadows, density, and vistas, back grounds, planting out the objectionable objects, preserving the best vistas or views on the landscape, with broad sweeping lawns, effective groupings, flower bordered pathways, gardens and bowers. Withall one finds a welcome place for a thousand kinds of plants and shrubs, many of which no customer would ever come to the nursery and select, but each in its turn adds its color, its outline, its contrast, its bit, to the general scheme.

Pausing in an art gallery we admire the landscapes which give the most pleasing natural or characteristic settings whether mansion or humble home. Each is equally interesting if the soul of man has found expression in the outward forms. Should we not then term every home a picture and create its surroundings as the artist creates a picture? It matters not at all whether the plantings are the latest novelties and rarest creations of the horticultural world or the commonest shrubs and plants of the country side with their embellishment of poppies, petunias and four o'clocks, provided the plantings are made with due consideration for the surroundings as the expressions of art out of doors.

Memorial Tree Planting

Individuals, communities, motor highway associations and colleges are among those planting memorial trees.

Cincinnati, Ohio, has the honor of being the home of the first woman in the United States to plant a tree for a son killed in service. She is Mrs. Louis Boex.

Governor Goodrich, of Indiana, and Richard Lieber, of the State Forestry Commission, have worked out a county unit system for planting memorial groves.

Adelaide, South Australia, plans to set out as an impressive memorial to that country's soldiers a large grove of American oak, maple, English silver birch and purple beech. These are to be planted in a massive scheme in the National Park on the hills overlooking Adelaide.

Fort Wayne, Indiana, has purchased 150 trees for a memorial park; and each tree is to be marked with the name of a man who was in the service.

Woodhaven, New York, is planting fifty-four trees in memory of the heroes from that town who paid the supreme sacrifice.

Memorial trees are to be set out at Camp Dix, New Jersey, in honor of the men from that encampment who gave their lives for their country.

The Church of the Holy Innocents at Tacony, Pennsylvania, Rev. Robert A. Edwards, rector, has planted four memorial trees in honor of members of the congregation.

Educational institutions throughout Alabama are planting trees in honor of former students who gave their lives in the war.

The senior class at Union University, Jackson, Tennessee, planted pecan trees on the campus as a memorial.

The American Forestry Association will publish in its magazine, American Forestry, an honor roll of all persons and organiza-

tions reporting the planting of Memorial Trees, and will register each Memorial Tree planted and send a certificate of registration to each person, organization or municipality planting one.

To secure this registration and certificate, send this information:

Species of tree planted.

Location of planting.

By whom planted.

In memory of whom planted.

Address: American Forestry Association, Washington, D. C.

What One Woman Does

The secretary of the Mitchell Nursery Co., Tacoma, Wash., M. L. Mitchell, is a live wire, as many of our readers know. And lest we forget, that secretary is a woman. No sooner had the Washington State Nurserymen's Association come into existence, and before even the by-laws had been definitely decided upon, Mrs. Mitchell indited a letter to Alfred Carmichael, chairman of the publicity committee, Interstate Realty Association, Victoria, B. C.. Referring to the new organization of nurserymen, Mrs. Mitchell wrote to Mr. Carmichael:

"In this connection it has occurred to us that there is a great opportunity for some very effective and profitable co-operation between the nurserymen and the real estate associations. As you know 'Beauty is wealth,' and we should 'raise plenty of it and be rich.' In other words we have here in the Northwest a land of beauty and delight, with the best all-the-year-round climate in the world, and we should make our cities worthy of the unsurpassed surroundings. We are like children who have been reared in luxury and, therefore, do not appreciate their advantages. When our local real estate association put on a 'Buy a Home' campaign some time ago we urged upon them the advisability of stating in their advertisements some of the reasons why people should buy a home in Tacoma in preference to other places. One of our leading real estate men—a former newspaper man, too, by the way—said in a bantering tone, 'Do we have to tell our own people about our snow-covered mountains, fir-clad hills, ever-verdured valleys, matchless lakes, primeval forests, noble rivers and inland sea?' We replied that this is exactly what they should do, and he explained that they were following the same lines of a similar campaign conducted in an eastern city and would, therefore, confine their advertising to the lines laid down in that campaign. They, therefore, missed a very great opportunity, for Tacoma has a setting that is incomparable in the world, an environment such as another city would be willing to mortgage the lives of its great-grandchildren to secure but which cannot be had by purchase—our free inheritance. Does it not seem a great oversight and lack of enterprise in failing to take advantage of the great opportunities we have in capitalizing our invigorating atmosphere and unrivaled scenery?"

"The 'Cottage Gardens' of the Old World are one of the great attractions for tourists and we could have the same attractions here if we would go about it in the right way, as we have the same climatic advantages. Many people only know a few flowering plants—roses, dahlias, pansies, geraniums, etc. The people of the Northwest should have flowers in bloom all during the year—from the early flowering crocus, daffodils, tulips, followed by the iris, peonies, delphiniums, hardy phloxes in the summer and with the fall blooming plants such as the hardy chrysanthemums, fall asters, Japanese anemones and perennial sunflowers. Our native shrubbery should be utilized, as we have the most beautiful native shrubbery, both deciduous and evergreen in the world. By the use of this shrubbery and brightened by the planting of large quantities of the perennial class of plants we could have cottage gardens that would take away the breath of our visitors. The people of this great northwestern empire need to 'wake up.' They need to learn to 'blow their own horn' and keep on blowing."

Space does not permit quotation of the entire letter. We present the above extract to show how it is done.

DIRECTORY OF AMERICAN PLANT PROPAGATORS

Complete Stock of **YOUNG EVERGREENS**

ALSO
Trees, Shrubs and Vines
for lining out

Write for Wholesale Price List.

THE D. HILL NURSERY CO., Inc.
Evergreen Specialists, Dundee, Illinois.
Largest Growers in America. Box 402

The Farmers Nursery Co. **TROY, OHIO.**

Produce from cuttings, most of the kinds of Evergreens you have been importing.

Offer One and Two-year-old Stock
from beds, also the

Pot-grown kind, with ball attached,
that give 100 per cent. stand.

Write to-day for Prices and Samples

LINING OUT STOCK **Deciduous Shrub Seedlings** **and Cuttings**

DANIEL A. CLARKE
RED OAK NURSERIES
FISKEVILLE, R. I.

EVERGREENS **SEEDLINGS and TRANSPLANTS** **FOR LINING OUT**

WRITE FOR OUR PRICE LIST

THE NORTH-EASTERN FORESTRY CO.
"WE GROW OUR OWN TREES."
CHESHIRE, - - - CONN.

ORNAMENTAL **LINING OUT STOCK**

There will be a shortage of lining out
stock for the spring of 1920
Place your orders early.

Onarga Nursery Company
CULTRA BROS., Mgrs. Onarga, Illinois

GET NEXT
★ STAR ROSES
Oak Brand Shrubs
American Pedigree Cannas
The CONARD & JONES CO. ★ WEST GROVE,
Penna., U. S. A.
ROBERT PYLE, Pres. A. WINTZER, V-Pres.

Lining Out Stock for the Trade **Shrubby, Tree Seedlings, Evergreens,** **Small Fruits, Ornamental Vines, Etc.** **Seedlings, Transplants, Layers & Cuttings**

Some of the items we specialize in are
Hydrangeas, Snowballs, Irish Junipers, Norway
Spruce and native tree Seedlings

Send for our complete list of stock and prices.
Mailed free to the trade on request.

J. JENKINS & SON,
Wholesale Nurserymen
WINONA, COLUMBIANA COUNTY, OHIO.

SHRUBS - - TREES A General Line of Ornamentals.

YOUNG STOCK—For Nursery Planting

We were among the first to produce our
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Grown Right—Dug Right—Packed Right

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AURORA, ILL.

PRIVET Lining out Stock Hardy Flowering Shrubs Hardwood Cuttings, Spirea Van Houtti.

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HUNTSVILLE, ALA.

WE GROW EVERGREEN SEEDLINGS

Evergreens from Cuttings Under Glass
and Small Deciduous Stock
for Lining Out

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E. M. SHERMAN, President
CHARLES CITY, IOWA.

Bobbink & Atkins

Complete collection of Choicest Ever-
greens.

Complete collection of Broad-leaved Ever-
greens, such as Rhododendrons, Azaleas,
Hollies, etc.

Boxwood, Bay Trees, Euonymus, etc.

Hardy Herbaceous Plants.

Hybrid Tea Roses, Bush and Tree Form.

Careful Inspection Invited.

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TWO-INCH SPACE
\$4.00 PER MONTH
UNDER YEARLY TERM
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IN TWO ISSUES—FIRST AND FIFTEENTH

BOXWOOD **ARBORVITAE** **RETINOSPORA**

Young Stock for Lining Out

Write for Prices for the coming season.

Our transplanted Boxwood, bush form, are
all sold for this season, but we still have lin-
ing out grades.

WILD BROS. NURSERY CO.
SARCOXIE, MO.

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Retinosporas

We grow the above from cuttings and can
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SPRINGFIELD, N. J.
236 Acres Established 1882

Best Young Trees For Nurserymen **FROM**

Little Tree Farms, - at Framingham, Mass.

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Complete in grades and sizes, to select from.

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Seedlings and Transplants of Firs, Junipers, Arbor-
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Are You On

to the fact that if the people of
America are to have and enjoy
choice trees, plants and bulbs,
YOU and the rest of us will have
to produce them? For as sure
as you are alive "Quarantine 37"
is a fact. We are strictly wholesale
growers of Lining Out Stock for
Nurserymen and Florists. We
have good stocks. Get our trade
list at once.

ATLANTIC NURSERY CO., Berlin, Maryland, U. S. A.

WANTED: Tree Seeds of all kinds

COMING EVENTS

Maine State Pomological Meeting, annual meeting at Bangor, Me., Nov. 17-22.

Indiana Apple Show, Tomlinson's Hall, Indianapolis, Ind., Nov. 3-8.

American Society for Horticultural Science, annual meeting at St. Louis, Mo., week of Dec. 28th.

Florida State Horticultural Society, annual meeting at Ocala, Fla., in April.

New England Fruit Show, annual meeting at State Armory, Hartford, Conn., Nov. 14-18.

Minnesota State Horticultural Society, annual meeting at St. Paul, Minn., Dec. 2-5.

New Jersey State Horticultural Society, annual meeting at Atlantic City, Dec. 1-3.

Illinois Horticultural Society, annual meeting at Champaign, Ill., Dec. 16-18.

Iowa State Horticultural Society, annual meeting at Des Moines, Ia., Dec. 9-12.

Mid-West Horticultural Exposition at the Coliseum, Des Moines, Iowa, Nov. 10-15.

Virginia State Horticultural Society, annual meeting, at Roanoke, Va., Dec. 2-4.

Montana Horticultural Society, annual meeting at Missoula, Mont., January, 1920.

Peninsula Horticultural Society, annual meeting at Chestertown, Md., Jan. 6-8.

Northern Nut Growers, Battle Creek, Mich., Dec. 9-10.

Arkansas State Horticultural Society, annual meeting, Lafayette, Ark., Dec. 15-18.

Tennessee Horticultural Society, annual meeting, Nashville, Tenn., Dec. 9-12.

Rhode Island Fruit Growers' Assn., annual meeting, at Elks' Auditorium, Providence, R. I., Nov. 10-13.

Ohio Apple Show, Terminal Auditorium, Toledo, O., Dec. 4-12.

National Farmers' Exposition, Terminal Auditorium, Toledo, O., Dec. 4-12.

Alabama State Horticultural Society, annual meeting, at Auburn, Ala., Nov. 12-13.

American Pomological Society, annual meeting, at St. Louis, Mo., Dec. 30-31, 1919, Jan. 1, 1920.

Vermont State Horticultural Society, annual meeting, at Rutland, Vt., Nov. 19-21.

Ontario Fruit Growers' Assn., annual meeting at Toronto, Nov. 12-14.

New York State Horticultural Society, annual meeting, at Rochester, N. Y., Jan. 14-16, 1920.

AMERICAN FRUITS PUB. CO., INCORPORATED
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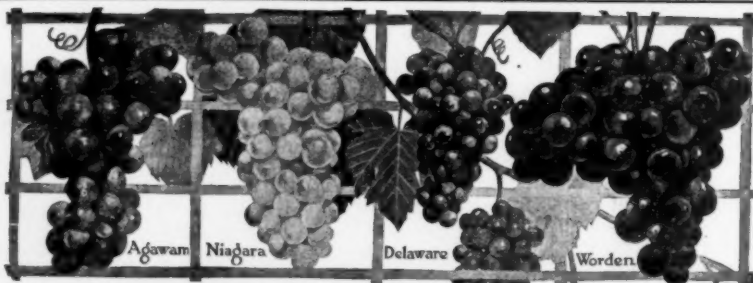
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The longest established and best known growers of GRAPE VINES in America.

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Write for prices.

T. S. HUBBARD COMPANY

Fredonia, N. Y.

Prospects Good

Editor American Nurseryman:

The demand for Peonies and Irises, two of our specialties, has been good. Orders booked for future shipments are heavier than usual. We anticipate a continued good demand not only this year but for the future.

In our opinion the prospects are good for a general line of nursery stock.

WILD BROS. NURSERY CO.

C. M. Wild.

Prices Cut No Figure

Editor American Nurseryman:

We have never seen the nursery business so brisk as it is today. It is merely a question of whether or not you have the stock. The demand is out of all reason. Neither do prices cut any figure.

We could sell now hundreds of thousands of peach and apple, if we had them, but we are just about sold out of these items. What we will do for next spring is the question.

FRANKLIN DAVIS NURSERIES, Inc.
Baltimore, Md. Joseph Davis, Mgr.

Where to get Young Stock—see page 155 of this issue.

A. P. P. Association Acts

The following has been received from President A. H. Hill of the American Plant Propagators Association:

Editor American Nurseryman:

I have your letter of October 8th enclosing the copy of House Bill, H. R. 5939, the bill providing for the establishing of stock orchards, to give American Nurserymen and Fruit Growers a domestic source of supply for our seeds and cutting wood material.

I thank you for your suggestion to write to Secretary Houston of the Department of Agriculture urging the passage of this bill. I will do so at once.

A. H. HILL.

100 Per Cent. Greater

Editor American Nurseryman:

Our trade is 100% more this year than usual, with no surplus in anything. All indications for spring 1920 trade also fall 1920 are good, but stock of all kinds is very scarce and high.

THE GOLD NURSERY COMPANY.
Mason City, W. Va.

Say you saw it in AMERICAN NURSERYMAN.

THE CAROLINA HEMLOCK --- NEW

(*Tsuga caroliniana*)



This grand new species is now universally accepted as the "Queen of American Evergreens". Introduced by Highlands Nursery in 1884, it has become known to tree-lovers as the most distinctive and graceful of all conifers which are hardy throughout the entire United States.

Its dense, dark foliage, sweeping, semi-pendulous branches, and eventually pyramidal form combine to give a charm not found in any other evergreen known to cultivation. It is much harder and more adaptable to city atmospheres than its plainer sister, the Canadian Hemlock, and will also thrive in southern latitudes where the latter becomes thin, yellow and unsightly.

It is the "coming Evergreen" for the finest landscape plantings, either as single specimens or for mass effects and backgrounds.

A splendid stock of young plants up to 2 feet is now ready. Also a limited number of specimens 6 to 10 feet, and at Highlands Nursery some grand specimens 16 to 20 feet.

Nurserymen who grow for the best high-class trade should line out a few hundred or thousand. Stock offered is clean, thrifty and several times transplanted.

PRICES TO THE TRADE

	Per 100	Per 1000
6 to 9 inches.....	\$37.50	\$357.00
9 to 12 inches.....	60.00	570.00
12 to 18 inches.....	99.00	850.00

HARLAN P. KELSEY

Boxford Nursery

SALEM, MASS.

WANTED!

5000 APPLE SEEDLINGS

Send Sample and Price

JOHN RICK

Reading, Pa.

IN THE MARKET FOR 10,000 to 20,000 Roses

Hardy, Hybrid-tea, etc. Send us quotation list at earliest possible moment.

N. F. McCarthy & Co., 112 Arch St., Boston

"We enjoy your publication which is up to the minute in every detail."—H. F. Hillenmeyer & Sons, Lexington, Ky.



Hill's Choice Evergreens Etc.

FALL 1919—SPRING 1920

A GOOD ASSORTMENT OF VARIETIES IN YOUNG STOCK

Since the days when I used to dig and pack every order myself, my business has grown, but my policy remains the same - "Give every customer complete satisfaction."

EVERGREEN SEEDLINGS AND ROOTED CUTTINGS

Variety.	Size	100	1000
Abies Concolor	2-4	2.75	18.00
Abies Douglassii	2-4	2.50	13.50
Buxus Sempervirens	4-6	3.25	17.50
Buxus Suffruticosa	2-4	6.00	50.00
Cedrus Atlantica, 1 yr.	2-4	6.00	50.00
Ginkgo Biloba	6-12	5.00	10.00
Juniperus Communis	4-6	4.00	25.00
Juniperus Canadensis	6-8	5.00	35.00
Juniperus Sabina	4-6	6.00	50.00
Juniperus Virginiana	6-8	8.00	65.00
Larix Europea	8-10	9.00	75.00
Pachysandra Terminalis	2-4	7.00	60.00
Picea Alba	4-6	8.50	75.00
Picea Excelsa	4-6	2.50	15.00
Picea Pungens	6-8	3.25	18.00
Pinus Austriaca	8-10	3.50	20.00
Pinus Banksiana	6-10	3.25	17.50
Pinus Montana Uncinata	10-12	3.50	20.00
Pinus Ponderosa	4-6	5.00	45.00
Pinus Rigida	2-4	3.00	15.00
Pinus Strobus	4-6	3.50	20.00
Pinus Sylvestris	6-8	4.50	30.00
Retinospora Plumosa	2-4	2.00	9.00
Retinospora Plum. Aurea	2-4	2.25	12.00
Thuya Occidentalis	6-8	3.00	15.00
Thuya Compacta	6-10	3.00	16.00
Thuya Douglasii Aurea	6-10	3.00	16.00
Thuya Elegantiissima	10-12	3.25	18.00
Thuya Ellwangeriana	3-6	7.50	65.00
Thuya Hoveyi	4-6	7.00	60.00
Thuya Pyramidalis	4-6	7.00	60.00
Thuya Vervaeana	2-5	9.00	80.00
Thuya Woodwardii	2-5	9.00	80.00

YOUNG DECIDUOUS TREES AND SHRUBS

Variety.	Size	100	1000
Acer Saccharum	6-12	2.00	10.00
Acer Spicatum	4-6	2.50	15.00
Aesculus Hippocastanum	6-12	3.25	18.00
Amorpha Frutescens	6-12	4.50	35.00
Ampelopsis Veitchii	12-18	6.00	50.00
Berberis Thunbergii	6-12	3.50	15.00
Betula Alba	12-18	3.50	20.00
Betula Lutea	24-36	5.50	40.00
Betula Papyrifera	12-18	4.50	30.00
Cornus Amomum	18-24	4.50	30.00
Cornus Florida	6-12	3.00	15.00
Cornus Florida	12-18	3.50	20.00
Cornus Florida	18-24	4.50	30.00
Cornus Sanguinea	6-12	5.00	30.00
Cornus Sanguinea	12-18	5.00	30.00
Cornus Sanguinea	18-24	5.00	30.00
Cornus Stolonifera Lutea	6-12	3.50	30.00
Corylus Avellana	12-18	4.50	30.00
Crataegus Arnoldiana	3-4	4.00	4.00
Crataegus Arkansana	6-12	6.00	50.00
Crataegus Bissellii	6-12	5.50	5.50
Crataegus Carrierii	2-4	4.50	4.50
Crataegus Carrierii	12-18	15.00	15.00

YOUNG DECIDUOUS TREES AND SHRUBS—Continued

Variety.	Size	100	1000
Crataegus Mollis	6-12	5.00	5.00
Crataegus Prunifolia	6-12	5.00	5.00
Crataegus Punctata	6-12	5.50	45.00
Crataegus Succulenta	6-12	5.00	5.00
Deutzia Crenata Pleno	6-15	5.00	5.00
Deutzia Crenata Rosea	6-12	5.00	5.00
Deutzia Pride Rochester	6-12	5.00	5.00
Deutzia Lemoinei	6-12	5.00	5.00
Evonymus Auro-purpurea	6-12	4.50	4.50
Evonymus Europaeus	6-12	5.00	5.00
Forsythia Fortunei	6-12	4.50	4.50
Forsythia Fortunei	12-18	5.50	5.50
Forsythia Intermedia	6-12	5.00	5.00
Fraxinus Americana	12-18	2.25	12.00
Hydrangea P. G.	18-24	2.50	15.00
Juglans Nigra	6-12	6.00	50.00
Ligustrum Amurense	12-18	3.50	25.00
Ligustrum Poliothi	6-12	2.75	18.00
Ligustrum Regelianum	6-12	2.75	18.00
Liriodendron Tulipifera	18-24	3.00	20.00
Lonicera Morrowi	18-24	2.00	20.00
Mahonia Aquifolium	6-15	2.50	2.50
Malus Coronarius	4-8	5.00	40.00
Philadelphus Bog't Bie.	4-8	4.00	30.00
Philadelphus Coronarius	6-12	4.50	4.50
Philadelphus Cor. Grand.	12-18	4.50	35.00
Philadelphus Erectus	6-12	3.50	25.00
Philadelphus Mont. Bln'	12-18	4.00	30.00
Populus Trichocarpa	6-12	4.50	4.50
Prunus Cerasus Serotina	18-24	3.50	25.00
Prunus Damask	12-18	5.00	40.00
Prunus Serrulata	12-18	5.00	5.00
Quercus Alba	18-24	5.00	5.00
Quercus Coccinea	12-18	6.00	6.00
Prunus Gracilis	18-24	10.00	10.00
Prunus Padus	3-6	3.25	22.50
Prunus Persica	3-6	3.50	25.00
Quercus Macrocarpa	3-6	3.00	20.00
Quercus Rubra	6-12	3.50	35.00
Robinia Pseudacacia	6-12	1.50	10.00
Rhamnus Cathartica	12-18	2.50	15.00
Rosea Multiflora	6-12	3.00	20.00
Rosea Multiflora	12-18	3.50	25.00
Rosea Multiflora	18-24	4.00	30.00
Salix Babylonica	12-18	4.50	4.50
Salix Diamond	18-24	4.50	4.50
Salix Dolorosa	18-24	4.50	4.50
Salix Elegantiissima	18-24	4.50	4.50
Salix Regalis	18-24	4.50	4.50
Salix Ural	18-24	4.50	4.50
Salix Vitellina	18-24	4.50	4.50
Sambucus Can. s. Aurea	12-18	4.00	30.00
Sambucus Nigra Lac'ta	12-18	3.75	27.50
Sambucus Pubens	12-18	5.00	5.00
Sorbus Americana	12-18	4.00	30.00
Spiraea Anthony Waterer	18-24	5.00	5.00
Spiraea Froebellii	4-8	4.00	30.00
Spiraea Opulifolia	6-12	5.00	35.00
Spiraea Opulifolia	6-12	4.00	30.00
Spiraea Van Houttei	12-18	5.00	5.00
Spiraea Van Houttei	12-18	6.00	6.00
Spiraea Van Houttei	10-12	3.25	22.50
Symphoricarpos Racem.	12-18	3.75	27.50
Symphoricarpos Rubra	6-12	3.50	25.00
Syringa Persica	12-18	3.50	25.00
Syringa Persica Alba	18-24	4.00	30.00
Syringa Persica Alba	6-12	5.00	40.00
Syringa Persica Alba	6-12	6.00	50.00
Syringa Vulgaris	6-12	3.00	20.00
Syringa Chas. X.	12-18	3.50	25.00
Syringa Marie LeGray	12-18	17.50	17.50
Syringa Pres. Grevy	12-18	20.00	20.00
Syringa Souvenir Spathi	12-18	20.00	20.00
Tilia Americana	6-12	4.00	30.00
Tilia Platyphyllos	12-18	5.00	40.00
Tilia Platyphyllos	12-18	6.00	50.00
Ulmus Americana	18-24	7.00	60.00
Ulmus Americana	12-18	2.25	12.00
Ulmus Americana	18-24	2.50	15.00
Viburnum Dentatum	24-36	3.00	20.00
Viburnum Lentago	6-12	6.00	50.00
Viburnum Molle	12-18	7.00	60.00
Viburnum Opulus	12-18	6.00	50.00
Viburnum Opulus	2-4	4.00	30.00
Viburnum Opulus	6-12	4.50	35.00

ONCE TRANSPLANTED EVERGREENS

Variety.	Size	100	1000
Abies Tsuga Canadensis	4-6	6.00	50.00
Juniperus Alba Varieg'a	6-8	8.50	75.00
Juniperus Com. Hibern'a	6-8	12.00	12.00
Juniperus Com. Suecica	8-10	10.00	90.00
Juniperus Procumbens	6-8	12.00	12.00
Picea Alba	4-6	6.00	50.00
Picea Alcockiana	8-10	7.00	60.00
Picea Engelmanni	4-6	6.00	50.00
Picea Excelsa	6-8	7.00	60.00
Pinus Flexilis	6-8	4.50	35.00
Pinus Monticola	8-10	5.50	45.00
Pinus Mugho	4-6	7.00	60.00
Pinus Ponderosa	4-6	7.50	65.00
Pinus Strobus	6-8	6.00	50.00
Pinus Sylvestris	8-10	5.00	45.00
Retinospora Filifera	8-10	6.00	50.00
Retinospora Fil. Aurea	6-8	12.00	12.00
Retinospora Plisifera	6-8	15.00	15.00
Retinospora Plisif. Aurea	8-10	15.00	15.00
Retinospora Plumosa	6-8	15.00	15.00
Retinospora Plum. Aurea	6-8	15.00	15.00
Retinospora Squarrosa	8-10	20.00	20.00
Taxus Baccata	6-8	20.00	20.00
Taxus Canadensis	12-18	7.50	60.00
Thuya Biota Aurea Con.	6-8	7.50	60.00
Thuya Biota Aurea Nana	6-8	15.00	15.00
Thuya Biota Aurea Pyr.	6-8	16.50	16.50
Thuya Occidentalis	6-8	4.00	35.00
Thuya Ellwangeriana	8-10	5.00	45.00
Thuya Occidentalis Glob.	6-8	12.00	12.00
Thuya Occidentalis Hov.	6-8	13.50	13.50
Thuya Occidentalis Lutea	6-8	12.50	12.50
Thuya Pyramidalis	6-8	10.00	90.00
Thuya Occid. Riversii	6-8	12.50	12.50
Thuya Wareana Sib.	6-8	13.00	13.00
Tsuga Canadensis	4-6	6.00	50.00

TWICE TRANSPLANTED EVERGREENS

(Partial List)

Variety.	Size	100	1000
Abies Balsamea	10-12	2.00	14.00
Abies Concolor	12-18	2.25	18.00
Abies Douglassii	10-12	2.25	18.00
Abies Douglassii	12-18	2.75	22.50
Abies Douglassii	10-12	2.00	15.00
Abies Douglassii	12-18	2.50	20.00
Juniperus Excel. Stricta	18-24	3.00	25.00
Juniperus Communis	6-8	8.50	75.00
Juniperus Communis	8-10	10.50	95.00
Juniperus Communis	10-12	2.50	20.00
Juniperus Communis	12-18	3.00	25.00
Juniperus Com. Hiber.	8-10	2.00	15.00
Juniperus Virginiana	10-12	2.25	18.00
Picea Alba	12-18	2.50	20.00
Picea Canadensis	18-24	3.00	25.00
Picea Canadensis	10-12	2.50	20.00
Picea Engelmanni	12-18	3.25	27.00
Picea Engelmanni	18-24	4.00	35.00
Picea Excelsa	12-18	3.50	30.00
Picea Pungens	12-18	1.75	12.00
Picea Pungens	18-24	2.25	18.00
Pinus Austriaca	10-12	3.00	25.00
Pinus Austriaca	12-18	4.50	40.00
Pinus Banksiana	10-12	2.50	15.00
Pinus Banksiana	12-18	3.00	20.00
Pinus Banksiana	18-24	3.75	27.50
Pinus Flexilis	12-18	2.00	12.00
Pinus Flexilis	18-24	2.75	18.00
Pinus Mugho	10-12	2.50	15.00
Pinus Mugho	12-18	3.00	20.00
Pinus Ponderosa	10-12	3.25	22.50
Pinus Ponderosa	12-18	3.75	27.50
Pinus Resinosa	10-12	2.00	12.00
Pinus Resinosa	12-18	2.50	15.00
Pinus Strobus	12-18	2.75	17.50
Pinus Strobus	18-24	3.75	22.50
Pinus Sylvestris	12-18	2.25	13.00
Pinus Sylvestris	18-24	2.75	18.50
Thuya Biota Orientalis	12-18	2.50	15.00
Thuya Occidentalis	10-12	2.50	20.00
Thuya Occidentalis	12-18	3.00	25.00
Thuya Occidentalis	18-24	3.75	22.50
Thuya Douglasii Aurea	12-18	1.75	12.00
Thuya Douglasii Aurea	18-24	2.50	20.00
Thuya Douglasii Aurea	12-18	5.00	40.00
Thuya Douglasii Aurea	18-24	6.50	60.00
Thuya Ellwangeriana	10-12	4.50	35.00

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The D. Hill Nursery Co., Inc.

Evergreen Specialists

DUNDEE, ILLINOIS

Largest Growers in America

Box 402

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Net Cash. First order from all firms not having an account with us should be accompanied by full cash remittance, which earns 3 per cent discount and boxing free. To customers of approved credit or who supply satisfactory reference, 30 Days net. C. O. D. Orders will be shipped promptly when 1-4 cash is sent to insure acceptance at destination.

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ROCHESTER, N. Y., NOV., 1919

American Association of Nurserymen—President, J. Edward Moon, Morrisville, Pa.; vice-president, Lloyd C. Stark, Louisiana, Mo.; treasurer, J. W. Hill, Des Moines, Ia.; executive secretary, John Watson, 400 Nassau St., Princeton, N. J.; assistant secretary and traffic manager, Charles Sizemore, Louisiana, Mo. Executive committee: J. Edward Moon, chairman; Lloyd C. Stark, Louisiana, Mo.; C. R. Burr, Manchester, Conn.; E. W. Chaffin, Winchester, Tenn.; C. C. Mayhew, Sherman, Tex.; J. B. Pilkington, Portland, Ore.; E. S. Welch, Shenandoah, Ia.; T. B. West, Perry, O. Legislative and Tariff committee: C. H. Perkins, 2nd, Newark, N. Y., chairman. Meets 4th Wednesday in June in Chicago, Ill.

Western Association of Nurserymen—President, Earl D. Needham, Des Moines, Ia.; vice-president, E. P. Bernardin, Parsons, Kan.; secretary-treasurer, George W. Holsinger, Rosedale, Kan. Executive committee: H. D. Simpson, Vincennes, Ind.; C. G. Marshall, Arlington, Neb.; C. C. Mayhew, Sherman, Tex.; E. E. May, Shenandoah, Ia.; J. H. Skinner, Topeka, Kan. Program committee: M. R. Cashman, Owatonna, Minn.; George A. Marshall, Arlington, Neb.; Harry Hobbs, Bridgeport, Ind. Meets 4th Wednesday in January in Kansas City, Mo.

Pacific Coast Association of Nurserymen—President, Mrs. R. Day, Spokane, Wash.; vice-presidents, Fred W. Day, Yakima, Wash.; Albert Brownell, Portland, Ore.; M. R. Jackson, Fresno, Cal.; C. A. T. Atwood, British Columbia; C. T. Hawkes, Caldwell, Idaho; B. H. Bower, Provo, Utah; secretary-treasurer, C. A. Tonneson, Tacoma, Wash. Convention in 1920 at Spokane, Wash.

New England Nurserymen's Association—Pres., C. R. Burr, Manchester, Conn.; vice-pres., Chas. Adams, Springfield, Mass.; secy., R. M. Wyman, Framingham, Mass.; treas., V. A. Vanicek, Newport, R. I.

Northern Nurserymen's Association—President, M. R. Cashman, Owatonna, Minn.; secretary, E. C. Hilborn, Valley City, N. D. Convention of 1919 in Minneapolis, Minn., in December.

Southern Nurserymen's Association—Pres., S. C. Crowell, Roseacres, Miss.; vice-pres., C. A. Simpson, Monticello, Fla., and the officers; 1920 meeting in Charleston, S. C., Aug. 18-19.

Western Canada Nurserymen's Association—President, H. L. Patmore, Patmore Nursery Co., Brandon, Manitoba; first vice-pres., A. Mitchell, Mitchell Nursery Co., Coaldale, Alta.; second vice-pres., B. D. Wallace, Island Park Nurseries, Portage La-Prairie, Man.; secy.-treas., T. A. Torgeson, Prairie Nurseries Ltd., Estevan, Sask.; Members of executive committee, Homer J. Barry, Clover Nurseries, Bremner, Alta.; W. J. Boughen, Valley River Nurseries, Valley River, Man.

RELATIONS WITH CUSTOMERS

We direct special attention to the article in this issue by President J. Edward Moon of the American Association of Nurserymen on the Nurseryman's relation with his customers. We do so, because in the stress of fall shipping time an article of this kind is likely to be overlooked through lack of present time for its consideration. We urge that it is well worth marking for future reading; we take it for granted that copies of the *American Nurseryman* are preserved for ready reference and re-reading.

President Moon's graceful approach and delightful handling of a topic of prime importance to Nurserymen will appeal strongly to many in the trade who realize that it is not easy to express in words the fine distinctions which the topic suggests. Note especially the effectiveness of the quiet consideration of the elements of soil, time, weather and labor in the production of Nursery stock, keeping in mind that this article is for planters' consumption. Reciprocal confidence expressed in consultation as to requirements is another telling feature of relations of Nurserymen with customers, and Mr. Moon links this up naturally with the element of service and the consequent consideration of the matter of prices. We do not remember to have seen quite so effective a presentation as this on the fact that service is not something given for nothing, but is rather a matter of prompt, intelligent attention to a customer's requirements which only a contented, well-paid organization can provide.

The whole article is finely adapted to the ethical needs of the trade; it should be read more than once by those who would get the most out of their calling. It is, too, directly in line with the arguments we have made in behalf of holding the American Association to a high plane, so that membership therein will indicate something, as is hinted at in Mr. Moon's reference to a list of the members in the hands of the secretary. The president is entirely within bounds when he says that the Association does not stand responsible for the transactions of the membership; but we shall not rest contented until we see the day when the Association will do just that. We like to think that the organization is tending in that direction. We wonder how long it will be before the membership will regard it as well worth all it would cost to guarantee satisfaction to a planter who had dealt with a Nurseryman enjoying the privilege of membership in the national body.

When that day comes, the American Association will of necessity be a real business organization conducted with as much care as is a banking institution; membership therein surely will be worth something and, as we have repeatedly said, there will be a waiting list knocking at the door. Create something of real value—in this case a license to do a profitable and steady business under exceptional indorsement—and the demand will be instantaneous, regardless of Association membership price.

Census Blanks Ready—The official blanks for use in coming enumeration for the Federal census of agriculture have been issued. Under the heading, "Nursery Acreage and Products, 1919," are these items:

1. Number of acres used for growing trees, plants, vines, etc.
2. Amount received from sale of Nursery products during 1919.

Where to get Young Stock—see page 155 of this issue.

AN IMPRESSION CORRECTED

Reference to "an Ohio Nurseryman" by P. S. Lovejoy in his article in the *Country Gentleman*, from which we quoted in our October issue, has led to the impression that the talking was done by an individual Nurseryman and presumably by John H. Dayton, of Painesville, O.

Connection of Mr. Dayton's name with the matter in the article was pure conjecture, of course, and we are at a loss to account for the fact that it seems to have been sufficiently pronounced to result in a request for an explanation.

As will be seen by the following letter from Mr. Lovejoy to Mr. Dayton, the reference to "an Ohio Nurseryman" was wholly an inadvertence; it might just as well have been ascribed to a Nurseryman in any other state:

Oct. 14, 1919.

Mr. J. H. Dayton,
Painesville, O.
Dear Sir—

I am greatly chagrined that the casual and passing reference to an "Ohio Nurseryman" in my recent article in the *Country Gentleman*, should have suggested to any one, that you or any other individual nurseryman was in any way responsible for the "Interview."

As a matter of fact, the article was built out of some years of fairly intimate acquaintance with many phases of the nursery business, and from information obtained during visits to some dozens of nurseries in half a dozen states.

It was wholly a writer's license, which led me to present what I had to say in the form of an interview and wholly an inadvertence which ascribed the "Interview" to an "Ohio Nurseryman" rather than any other.

Please feel free to use this letter in any manner you see fit.

Yours very truly,

P. S. LOVEJOY.

While Mr. Dayton enjoyed the article in question and regards it as a whole as practically true, he does not think the part of the "Interview" which leads people to believe it is almost impossible to buy stock that can be depended upon should have been published, or that there is any particular amount of actual truth in it. He believes that the man who wants to buy stock can buy about as easy of reliable Nurserymen as he can other merchandise of reliable firms.

Right here again is shown the importance of the work which is being undertaken by Secretary Watson of the A. A. N., in making a special point of educating the public, through acquaintance with what the American Association stands for, to an understanding of the very point which Mr. Dayton makes.

CROP REPORT PROGRESS

President Moon of the American Association has received a letter from Leon Estabrook, chief of the Bureau of Crop Reports, Washington, D. C., stating that he has presented to Secretary Houston of the Department of Agriculture, the Nurserymen's request for an appropriation of \$50,000 with which to secure crop reports.

"Secretary Houston demurred at this item in the budget at first," said President Moon, "but when Mr. Estabrook explained that officials in the Department and the American Association of Nurserymen wanted such statistics, the Secretary consented to leave the item in the budget which now goes to Congress at its next session which convenes in December. Thus it looks as if progress in this important matter is being made."

C. Pfund, Nurseryman and Florist, of Elmhurst, Illinois, says that business has never been better than at the present time, with stock in good demand at fair prices.

THE GOULD BILL

CONSIDERABLE interest is finally being taken in the Gould bill in Congress for an appropriation of \$30,000 for specific investigation by the Department of Agriculture into propagation of nursery stock of kinds heretofore imported. Chairman C. H. Perkins, 2nd., of the legislative committee of the American Association of Nurserymen writes:

"This bill is one which every Nurseryman should be vitally interested in, and for this reason Mr. Gould should be given the support of every Nurseryman, so far as he is able to give."

Chairman Perkins urges Nurserymen to write to their Congressman to support the measure.

The Gould bill was published in the *American Nurseryman* as long ago as July at page 7 but it was two months thereafter that the first indication came to light that Nurserymen were even remotely interested in it. The only communication we had on the subject up to that time was from John Watson who then as an individual Nurseryman gave it his hearty indorsement. Now he has it before him again, but as an executive officer of the National organization and expression by him on the subject must now be guided by the sentiment of the membership which he represents. The subject has been regarded as of sufficient importance to warrant an endeavor to learn the sentiment of the membership. To this end Secretary Watson last month sent out the following:

American Association of Nurserymen

BULLETIN: Subject—The Gould Bill.

To all Members:

Your attention is asked to the Gould Bill, H. R. No. 5939. It is short; here it is:

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That the Secretary of Agriculture be, and is hereby, authorized to assemble, grow, and test plant material deemed desirable or suitable for use in propagating fruit, nut, and ornamental trees and other plants, for the purpose of determining stocks better adapted to the climatic soil and other conditions under which fruit, nut, and ornamental plants are grown.

To establish and maintain mother orchards or plantations for the purpose of providing domestic sources of seeds, cuttings, or other propagating material in order that the future of the American fruit, nut, and ornamental plant interests may be insured and placed under domestic control, dependence for such stocks now being largely on foreign sources.

To investigate methods of growing stocks, study methods of propagation and to encourage the propagation of fruit, nut, and ornamental trees and other plants in the country.

Sec. 2. That there be, and is hereby, appropriated out of any moneys in the Treasury not otherwise appropriated, the sum of \$30,000 for the purpose of carrying into effect the objects of this Act, including the rental of lands, the purchase of equipment and supplies, the payment of rent, and the employment of such person or persons and means in the District of Columbia and elsewhere as the Secretary of Agriculture may deem necessary.

The Bill provides for tests and experiments to provide suitable and adequate supplies for home-grown Seeds, Seedlings and Stocks for propagating purposes.

Most things formerly imported are now excluded. Many of those things can be and are being propagated here now. Other and needed things are not being grown here and their production in suitable quality and in adequate supply has to be undertaken by way of experiment and therefore at expense,

and it is doubtful if individual effort can be depended on for experiments of doubtful results and uncertain returns.

And there are some other things still permitted entry, like Fruit-tree Seedlings and Rose Stocks, whose future supply is uncertain for two reasons: the possible further action of the Federal Horticultural Board and the attitude of the foreign growers. It is not to be imagined that the Federal Horticultural Board may act hastily or arbitrarily, but the inclusion of stocks now permitted entry with those excluded, would be logical and may possibly be considered necessary at some future date.

At the International Horticultural Trades Conference, held in Paris last month, the matter of our prohibition order was considered and while no official action was taken, according to the published reports, still, we can conclude from facts and circumstances known, that American buyers will not get any stocks that can be sold to nurserymen elsewhere.

We are embarrassed by our dependence on other countries for our Seeds from which to grow Fruit-tree Seedlings. In the event of over-supply, we can buy Seeds abroad, but we can safely assume that they will be available to us only after all other buyers have been supplied. In short, we are answered, in effect, that inasmuch as we refuse to permit other countries to sell us their Ornamental stocks, they feel relieved of obligation to let us buy the Fruit-tree Stocks, until, of course, they have supplied all other markets open to them.

These conclusions as to what we may expect, may be wrong. They are drawn from facts open to all of you and you can decide if, in view of the present and probable future supplies of foreign seedlings available to you, it may not be wise to provide for home production of our raw materials.

If the members of the Association should be practically unanimous in asking for the passage of the Gould Bill, we can probably secure favorable action.

If you favor the Bill, will you write to your Congressman? Also to Hon. Norman J. Gould, M. C., who introduced the Bill; and to Hon. Gilbert N. Haugen, Chairman, House Committee on Agriculture, Washington, D. C. I shall be glad if you will write me also that, as your Secretary, I may intelligently represent your views and wishes. A hearing before the committee having the Bill under consideration, will be held very soon and opportunity has been offered the Association to be heard. Will you give this important matter prompt attention that its urgency requires?

The Bill affects the Nurserymen immediately, but in a much larger way, it affects the vast Orchard interests of the country. I therefore urge each of you to bring it to the attention of your friends who may be prominent in local and state Horticultural Societies, Fruit-Growing Associations and other bodies whose interests are affected.

Yours very truly, JOHN WATSON,
Executive Secretary.

Princeton, New Jersey

October 15, 1919.

We cannot imagine any Nurseryman seriously opposing the Gould bill, yet the only letter received some time ago in the early stage of consideration does oppose it! As noted in the announcement in this issue from the Secretary's office, not enough replies in the referendum have been received to determine the prevailing sentiment in the organization.

The Department of Agriculture at Washington and its Bureau of Plant Industry and the Division of Horticultural and Pomological Investigations of which Prof. L. C. Corbett is the head, are unitedly in favor of the bill and stand ready to co-operate in behalf of the Nursery Trade just as soon as Federal funds are supplied. Why not?

What possible argument can be advanced by Nurserymen against a measure framed solely in their interests?

The bill reads like one which might have been prepared at considerable cost by the Nursery interests. Instead of having to go to Washington to urge its passage, the Federal authorities are almost asking the Nurserymen if they want it!

Prof. Corbett and others in the Department are heartily in favor of it.

Here's what Secretary of Agriculture Houston says:

Editor *American Nurseryman*:

I have your letter of October 8 with reference to the proposal to appropriate \$30,000 for a specific investigation by this Department regarding the propagation of nursery stock the entry of which is prohibited or restricted by Quarantine No. 37. The experts of the Bureau of Plant Industry, and also of the Federal Horticultural Board, are fully alive to the importance of work of this sort and the matter of securing the necessary funds for an investigation such as you have in mind will receive careful consideration in connection with the preparation of our estimates for the fiscal year 1921. The Bill H. R. 5939, to which you refer, was brought to the attention of the Department some time ago and it has already presented its views concerning the measure to Representative Gould.

I may also say that the Bureau of Crop Estimates has under consideration the question of undertaking to secure full and accurate information regarding the production of nursery stock in this country if the requisite funds are made available by the Congress.

D. F. HOUSTON,
Secretary.

Nurserymen are, right now, propagating a surplus of the cheaper shrubs. The production of fruit tree seedlings is the problem. Nurserymen cannot expect individual firms to experiment; they are obliged to look to the Department of Agriculture—and that Department is willing!

If there is argument against this bill, let us have it.

Is it possible that aid will result for Nurserymen in spite of them?

Peach Nursery Stock Short—Frederick Maskeu, Chief Deputy Quarantine Officer of California advises that all indications at the present time point to a shortage of peach nursery stock for planting during the coming season. In view of this fact it will be good policy for all State Quarantine Guardians to secure an approximate knowledge of the area expected to be planted to peaches in their respective counties this winter, and interview the prospective planters as to the source from which they intend to obtain the nursery stock, at the same time explaining to all concerned the insidious nature of the disease known as "peach yellows," the extent of its distribution in the United States, and the application of the provisions of Section 6 of the State Quarantine Law to certain material arriving at California points from such regions. A general propaganda along these lines will constitute an act of good team work.—Bulletin Calif. Dept. Agr.

California Fruit Growers—The fifty-second convention of the California Fruit Growers will be held in Chico, California, November 10-15. These dates are scheduled: November 10, County horticultural commissioners' meetings; November 11, County horticultural commissioners' meetings; November 11, Visit to U. S. Plant Introduction Gardens, near Chico.

G. H. Hecke, state director of agriculture will preside.

The National Association

Notes From the Executive Secretary's Office

GOULD BILL: Some members have responded to the request for instructions, but not enough to form an opinion as to the Association's wish. You can probably get this, if you want it. What are your wishes in the matter?

STATISTICS: That matter has been reported on by President Moon. The \$50,000 appropriation has been approved by Secretary Houston; but there must be strong and numerous requests from Nurserymen. The Department of Agriculture has facilities for gathering these Statistics and in the readjustment of trade under new conditions, it seems important that figures showing available stock in the country be secured and through a neutral and independent agency. The information would seem to be of great value to nurserymen especially.

MARKET DEVELOPMENT: A very practical article was distributed on "Fall Planting," to 800 newspapers who are using our service. Copies have been sent to members. Later articles will be prepared by writers of national reputation and it is planned to provide different articles to cover different sections and different conditions.

CREDIT AND COLLECTING BUREAU: Members will please write our office at Princeton, New Jersey, about their claims when they wish information, giving the Bureau's number or the debtor's name. Remember, your Bureau has unusual facilities for supplying you with prompt and accurate Credit information on those in the trade; where we haven't it, we can get it.

U. S. FIDELITY & GUARANTY CO.: This Special, direct Service is available at a cost of \$5.00 per year. It includes a Directory of the 12,000 local Attorneys under bond to the Association; the Directory's price alone is \$10. You are supplied also with blanks that call for free credit reports from these Attorneys.

SURPLUS STOCK: What would the members think of listing their Surplus in the Secretary's office, to be reported to those inquiring for it? The Secretary is every day receiving inquiries of that nature. Obviously, he cannot recommend anybody's stock, even though knowing where the things wanted can be obtained; the Secretary represents all the members; but it has been suggested that on inquiry for an article, the names of all members having it could be furnished by the Secretary, if that information were on file here. That is offered for your consideration.

HORTICULTURAL SOCIETY MEETINGS: Should be attended by nearby nurserymen. We overlook a great opportunity to present ourselves and our industry but particularly our Association, to the bodies whose interests are ours too. One or two Nurserymen should be on every program of every fall and winter meeting of fruit-growers. In our own trade conventions, we experience no difficulty to get representatives of the Agricultural Colleges, the Inspection Departments and others, to address us; when we overlook the invitation, we are sometimes reminded that speakers are available. We are helped and our friends in other activities are given opportunity to present themselves and their work favorably. Can't we do the same for ourselves? The nursery industry and the serious aims of this Association deserve and even require to be presented to planters and fruit-growers by those in the trade, who know most about what we are doing.

There are so many misconceptions about the nursery business, so many wrong conclusions drawn from well-meant but hurtful articles in occasional papers, that we owe it to ourselves to correct wrong impressions by talking for our Association whenever the opportunity offers; and when it is not offered, it should be sought. Now, the fall and winter is the time when these horticultural meetings are held; let every Nurseryman attend those nearest to him; let him get on the program and tell about the serious business men in the trade as represented by this Association. The Secretary is going to consult President Moon about the appointment of a Committee on Speakers who will make it their business to see that somebody talks at every Horticultural Society and Garden Club meeting. We must

not leave it to those who know little about the nursery industry and less about our Association, to represent us always; we must represent ourselves. Consider yourself now appointed to attend your own local or State Horticultural Society meeting, to talk as a nurseryman and as a member of your National Association.

M. D. FUND: Again: While this work will be financed out of the revenue of the Association, those funds will not be available until after the June convention. We depend until then upon the subscriptions made. Obligations have been assumed that must be met and we have only the promised money in sight. Some subscribers may feel that the Association's action has released them, but it has not. Those who have not remitted the balances called for by the Market Development Committee are requested to mail their checks. It is embarrassing to continue to ask for the money, even though the circumstances require it.

The Secretary wishes to thank, in this general way, the many members whose good wishes and assurances of co-operation and assistance are very heartening; only the press of Association work prevents individual acknowledgments until later opportunity.

Yours truly,

JOHN WATSON,

Executive Secretary.

Princeton, N. J., Oct. 25, 1919.

Arbitration Committee

President J. Edward Moon of the American Association makes this announcement:

"When last month the list of committee appointments was published, the membership of the Arbitration Committee was not completed. This committee list is now ready for publication, and is as follows:

George Marshall, Chairman, Arlington, Neb.; Henry Chase, Chase, Ala.; Frank Stannard, Ottawa, Kan.; A. E. Robinson, Lexington, Mass.; E. W. Reid, St. Paul, Minn.

ASSOCIATION ADVANTAGES

Members of the American Association of Nurserymen by reference to page 107 will see at a glance some of the very practical advantages they are enjoying through the activities of the national organization. It would seem that Nurserymen who are not members would find in this announcement ample reason for joining. Already there is decided advantage in being able to announce the fact of membership in the A. A. N. on letter heads and other printed matter, by reason of the publicity regarding the Association which is attracting the attention of planters. And this advantage is increasing literally daily—hourly.

What Secretary Watson has to say regarding credit and collections and the listing of surplus stock seems to offer exceptional advantages.

We note with special interest the Secretary's comment and suggestion on the subject of active co-operation with members of horticultural societies and garden clubs. For years we have urged this very thing and have felt lonesome while so doing. Not the slightest response was forthcoming, although in many cases Nurserymen were acting as officers of such associations or attending the meetings with regularity. What we missed was some discussion of the subject within the trade. We believe Secretary Watson's reference to the matter in his notes this month will lead to a much greater co-operation with planters of Nursery stock.

Prof. C. I. Lewis, organization manager of the Oregon Growers Co-operative Association, Salem, Ore., reports a membership of 400 registered up to October 1st. It is hoped that the acreage will be doubled by January 1st.

Foreign Notes

B. Ruys, Dedemsvaart, Holland, says in a letter to a British horticultural trade journal:

1. It is incorrect and confusing to consider all horticultural produce from the same point of view. We over here have gone very far in specializing. Everyone who has visited Holland knows that there are nurseries for greenhouse plants, for cut flowers, that there are fruit growers, bulb farms, etc., and that each of these nurserymen sticks to his own business. Besides these, there are at least three entirely different types of outdoor nurseries: The Hardy Perennial Nurseries, the "Boskoop" Nurseries (Rhododendrons, Conifers, trees and shrubs), and the Rose growers. So if there is any danger of dumping, it must be considered from which side the danger comes.

2. As is well known in your country, only very few firms in Holland are growing perennials in such quantities as to allow export, and a comparatively little number of other firms are growing them in limited quantities for inland use. All of them are selling at prices which making dumping abroad impossible. This statement includes all kinds of perennials and Alpines except Paeonia, Spiraea, Deliytra, Funkia and Iris, which are also grown in larger quantities by some bulb and Boskoop firms. Rose growers are a little more numerous, but they are still few enough to prevent overproduction. Especially since the Rose nurseries in France and Holstein have suffered so much, it has proved absolutely impossible to satisfy the demand. The small stock of perennials and roses makes dumping impossible.

"Boskoop" Nurseries are very numerous and to be counted by hundreds. The H. T. A. delegation who visited the center Boskoop and Naarden last spring, has seen that there is no danger for over-production of most articles.

3. Besides the dumping danger, I have heard two other arguments against free import from Holland. Mr. S. T. Wright, Superintendent of the R. H. S. Gardens, Wisley, said to a correspondent of *The Times* that the cheap working conditions in Holland make competition difficult for the British nurserymen. Where did Mr. Wright gather his knowledge about working conditions from? As a matter of fact wages are twice or thrice what they were before the war, ground prices about twice, materials mostly about thrice, etc. Moreover, competition is impeded by high freights and the fact that one guildler is about 1-10. The other argument is that there should be no demand for nursery product in Great Britain. I can only state that since the Premier's speech, I have got an uninterrupted stream of orders and of letters asking for catalogues of roses and perennials. Perhaps a few English firms do not want Dutch plants, but the majority are wanting them badly.

Nursery Stock in Finland—Apples, pears, cherries and plums are grown in the open in Finland. The only important fruit is the apple, of which 150,000 to 200,000 trees are used annually. Only a few thousand grafts are imported, however, and these, without exception, have come from Germany or Sweden. Domestic production has proved more satisfactory on account of the difficulty of getting original stock that is hardy enough for Finland's rigorous climate.

The nurserymen suggest the possibility of the importation of small experimental lots of hardy trees from the colder sections of the United States, as such trees will probably be better adapted to the climate of Finland. Hothouse plants and ornamental trees are imported in considerable quantity. —Consul Parker W. Buhrman, Helsingfors, Aug. 20, 1919.

A. C. Hanson, Sales manager Hawks Nursery Co., Wauwatosa, Wis., recently made several visits to Nurseries around Chicago. He reports a greatly increased trade in high class landscape work.

Where to get Young Stock—see page 155 of this issue.

An Experienced

retail sales manager desires to go into business for himself. Gilt-edge references. Age thirty-five.

Prefers to connect with a grower of assorted A-1 quality stock.

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My new set of landscapes taken in Texas are valuable for the Nurseryman's use.

B. F. CONIGISKY

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Large stock of number one and two for late fall and early spring shipment.

Also a complete line of general nursery stock

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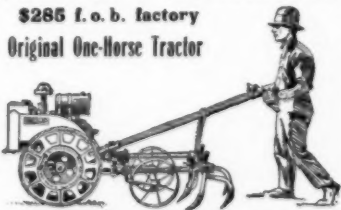
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100000 transplanted Raspberry, Blackberry and Dewberry plants for retail trade. See whole sale list before placing your order

NEW CARLISLE, W. N. SCARFF & SON OHIO

The Nursery Profession

A COLLEGE NURSERY COURSE

Immediately after the Chicago convention of the American Association of Nurserymen, the suggestions there made with regard to securing courses in one or more Agricultural Colleges in behalf of students who desire to prepare for the business or profession of Nurserymen were followed out in the columns of the *American Nurseryman*. Expressions by several directly interested persons were obtained and published. A general willingness on the part of the management of Agricultural Colleges consulted was manifested. At that time a special committee provided for at the Chicago convention had not been appointed. Now that such a committee is at work, the matter which was sent to us by the dean of the New York State College of Agriculture, Ithaca, N. Y., Dr. A. R. Mann, has been handed to the committee.

Dr. Mann says it is gratifying to the College to have agricultural interests call upon it for such special service as they feel the need of. He continues:

"We have recognized the need for training men in vocational lines in horticulture and we have made considerable development in the fields of landscape architecture, forestry and fruit, flowers and vegetable growing. Your present proposal that there be established a specialized training course for Nurserymen meets with our hearty approval."

At the request of Dr. Mann, members of the faculty who are especially concerned with horticultural matters have considered the proposal in the light of present facilities of the college. A list of subjects, with descriptions, which these instructors have prepared, is presented; this list is now in the hands of the special committee of the A. A. N. The faculty committee referred to feels strongly that a student specializing in Nursery practice, as in all other horticultural subjects, should have a thorough knowledge of the fundamental sciences; in chemistry; botany, in its various sub-divisions, but especially in plant physiology; and geology. These fundamental sciences should be accompanied or followed by study in the identification of ornamental trees, shrubs, herbaceous perennials and annuals, both native and introduced species. The students should be familiar with the special methods of propagation necessary for each species. Studies in plant diseases and injurious insects are also recommended, together with some training in the principles which underlie the improvement of plants by breeding. The main problem will arise in connection with giving the students the practice necessary to make them efficient plant propagators. To accomplish this, the course should either be open only to young persons who have had practical experience in a Nursery before coming to the college, or there should be a Nursery practice requirement to consist of at least a half year of work in a Nursery before the student enters upon his junior year.

It will be seen from the above summary of the consideration given the matter by the faculty of the well-known institution at Ithaca, N. Y., that there is a very earnest desire on the part of the college to work hand-in-hand with the Nursery industry in building up a course of instruction which shall be thorough and practical. Dr. Mann and his associates, we believe, have gone into the matter to greater extent than has

the management of any other similar institution at the present time. In the absence of a committee working on the subject until now, there has not been a ready means for drawing out expressions of definite form from those who will naturally be interested especially in the matter. The outline presented by the New York State College furnishes excellent material as a basis for the committee's work. We are sure that the trade will await developments with interest.

An agriculture department is organized and running smoothly at the Newberg High School, Newberg, Ore. Newberg is twenty-four miles southwest of Portland on the famous Pacific Highway. It is in one of the leading fruit and nut sections of the state. There are small nurseries nearby, but at Orenco, hardly any distance in a machine, is the Oregon Nursery Company Plant, twelve hundred acres, one of the biggest nurseries in the United States. The Department will not lack for practical connection.

The courses that will be given eventually are as follows:

First Year—Plant Husbandry.

Second Year—Animal Husbandry.

Third Year—Horticulture.

Fourth Year—Farm Management.

The growing and selling of herbaceous stock will be taken up the first year. The fruit stock, along with ornamental trees and shrubs will be covered in the third year; as will landscape practice. Possibly the economic possibilities of landscape improvement will be stressed the fourth year.

The Director is an ex-nurseryman, principally a "plantsman," and realizes fully the need for good plant propagation instruction; which he gave insofar as possible until recently, at the State Institute of Applied Agriculture, Farmingdale, L. I., N. Y.

The Department solicits the co-operation of advertisers in the *American Nurseryman*. Samples, advertising literature, and a place on their permanent mailing list is requested.

OLIVER F. KILHAM.

Washington Nurserymen

Nurserymen of the state of Washington to the number of 35 met in Seattle Sept. 27th and formed a state association. C. Malino of Seattle was chairman. Mr. Woodward secretary pro tem. Those present expressed a lively interest in the project. There are about 74 nurserymen in the state. It was stated that inquiries had been made as to who was president of the Washington Nurserymen's Association; so it was thought high time that there should be such an organization. A nurseryman present said: "It behooves nurserymen of America to grow all their stocks instead of going to European countries or the Orient. Right here in the Pacific Northwest is the place to make the start. We have a better climate than has either Oregon or California. We need a state organization to aid in matters of legislation."

A committee on constitution and by-laws was named: Messrs Sandall, Lindley, Wiley and Malino.

The name selected is Washington State Association of Nurserymen. Annual meetings are to be held on the last Monday in June each year.

Officers were elected as follows: President, C. Malmo, Seattle; vice-presidents, C. N. Sandahl, Seattle, and Mr. Chenoweth, Mount Vernon; secy-treas., H. M. Lindley, Seattle. Membership is open to all licensed Nurserymen of the state who are American citizens.

The DeSoto Nursery Co., plans to increase its stock this winter \$25,000. The company is made up of representative business men of De Soto, the new corporation being successors to Blair's Nursery of De Soto, Mo. A. J. Blair is president and manager. D. A. Mallicoat, groceryman and general merchant is vice president. R. B. Jones, cashier of the Peoples Bank is treasurer. E. C. Edgar, attorney, is secretary. The board of directors is composed of the officers and O. A. White, cashier of the Farmers and Citizens Bank; Lawrence Trunk, merchant, and J. F. Wiley, retired merchant. The intention is to increase the plant the coming year about one hundred acres.

Transportation

Express Packing Rules

New express packing rules, similar to those required for freight movement on the railroads, will go into effect on December 10, and express shippers are requested to prepare themselves for the new standards. The new packing requirements, which were recently approved by the United States Railroad Administration, were formulated to provide additional safeguards for merchandise sent by express. Heretofore, shippers have been using all sorts of containers for express packages, but the new rules are expected to make the regulations uniform and thus provide business concerns with a more reliable and speedy service.

Preparations are being made at local offices of the American Railway Express Company, which is the agent of the Government in handling the express business of the entire country, to put the new rules into effect on December 10, and to require a strict adherence to them thereafter. The express officials expect that in this way shippers will be induced to pay greater attention to their packing methods and to turn their business over to the carrier substantially packed and clearly marked, so that, with reasonable care on the part of expressmen, all traffic can be handled rapidly and with fewer chances of loss or damage in transit.

The rules, recently promulgated, will not permit the use of paper wrapping for packages over 25 pounds, nor ordinary paper boxes, wrapped or unwrapped, when the weight of the package is over the limit. For shipments over 25 pounds, wooden containers, or containers of fibreboard, pulpboard or corrugated strawboard material are required. The cartons must be made of materials of specified "test strengths," similar to those required for the freight service, and the containers must bear the stamp of the manufacturers certifying that the material used is of strength required for the weight of the shipment carried in it, as called for in the rules.

The express regulations, though modeled on those for freight movement, permit a wider latitude in the size of the carton used, and carry a certain number of exceptions. Shippers who wish to acquaint themselves with the new express regulations are requested to study Supplement No. 5 to Express Classification No. 26, in which these rules are embodied, and copies of which may be secured at any express office. It is calculated that the time remaining before December 10 will be sufficient to enable express shippers to adjust themselves to the new packing standards.

TRADE ORGANIZATIONS

[Will Secretaries please send in lists of officers?]

Pennsylvania—Pres., Robert Pyle, West Chester; vice-president, A. F. Meehan, Dresher; treas., Thomas A. Rakestraw, Kennett Square; Secy., Henry T. Moon, Morrisville.

New York—Pres., C. H. Perkins, 2nd, Newark; Secy., Charles J. Maloy, Rochester.

Connecticut—Pres., Chester Brainard, Thompsonville; vice-pres., H. W. Gottschalk, Manchester; Secy., F. L. Thomas, Meriden; Treas., W. W. Hunt, Hartford.

Rhode Island—Pres., G. H. Groaton, Providence; Vice-Pres., C. W. Morey, Woonsocket; Secy., D. A. Clarke, Fiskeville; Treas., V. A. Vanicek, Newport.

American Plant Propagators—President A. H. Hill, Dundee, Ill.; vice-pres., E. M. Sherman, Charles City, Ia.; secy-treas., F. W. von Oven, Naperville, Ill. Executive committee, Charles A. Scott, Manhattan, Kan.; Theo. Borst, Boston, Mass.; Thomas A. McBeth, Springfield, O.; John A. Young, Aurora, Ill.

Washington—President, C. Malone, Seattle; secy-treas., H. M. Lindley, Seattle.

Southwestern Association of Nurserymen—President, Jim Parker, Tecumseh, Okla.; vice-pres., H. E. Cannon, Henderson, Tex.; secy., J. C. Boyd, Port Arthur, Tex.

Advertising That Will Pay In Financial Returns and Increase the Membership of the American Association of Nurserymen

By GEORGE PARKER, Fayetteville, Ark.

(From the October, 1919, issue of the American Nursery Trade Bulletin).

THE funds raised for Market Development by the American Association of Nurserymen should not be spent in general publicity but in specific advertising of the Association.

If the funds are spent in general publicity as per plans that have been started, it is the opinion of the writer that so far as financial returns to members of the Association are concerned, the amount would much better have been burned. However, all sections of the country may not be so seriously affected as the South. There are not many members of the American Association of Nurserymen in a few of the southern states, but there are more so called nurseries than there are in the North, and from the present indications there are going to be hundreds more of them.

The situation is simply this: A member of the American Association of Nurserymen who is assessed one-half of 1% of his gross sales under the present plan of spending the money, only creates a market for a lot of "fly-by-night" nurseries which use only "cut-throat" methods, that spend no money in advertising and have nothing to commend their wares but the price; and make all of their sales by under-bidding the established nurseries which have heavy overhead expenses. Is it right? Who will be benefited by the publicity campaign? I emphatically believe that it will be a detriment to the nurserymen and to the planters. The only sensible plan of spending this money is to spend as other associations have spent their money. There would be just as much reason in some shoe merchant of the city to advertise to the public "Now all you people buy shoes. It doesn't make any difference who you buy them from, but by all means buy shoes." I predict if the present campaign of advertising as begun is carried out, at the end of five years we will need a market development campaign more than it ever has been needed and the nursery business will be in a worse state of affairs than ever. Trees will have no value and a large per cent of them will be going on a brush pile. The public will have no respect for us and we will be trampled on as usual.

If there is a sensible specific, advertising campaign planned to spend the money that we expect to spend each year, there is a bright future for the American Association of Nurserymen and to the Nursery business generally. So thoroughly am I convinced in this plan of advertising that I see in it the remedy for a great many evils and the only plan that will elevate the nursery business to where it should be.

I mean advertising of the American Association of Nurserymen strictly. We are being criticized now by the leading agricultural journals of the country because we do not tell the people where to buy nursery stock. Very few people know that there is such an organization as the American Association of Nurserymen in existence. All kinds of foolish legislation are put over because we have no influence; and we have no influence because we are not known and we have not been advertised. People do not know of the high ideals that we are working for and of the high class membership of the Association. Why doesn't the Cypress Association advertise the public to build houses or the Southern Pine Association say to the public, "Now you people build houses. Build them out of oak, brick or anything, but we want you to build houses." They tell you to build them out of white pine and they tell you why you should do it and they have all kinds of literature telling you how to do so, etc.

Now in a series of good advertisements let's tell the public about the American Association of Nurserymen; tell them of its efforts and its aims; tell them of its high class membership and advertise to the public that their safeguard in buying trees is always to patronize a member of the American Association of Nurserymen, and then

[SUGGESTIONS FOR ADVERTISING] See opposite page

How To Be Sure of Quality In Nursery Stock

The way is simple. Buy your trees, shrubs and plants from concerns pledged to distribute quality stock and to conduct all business transactions on the square deal platform.

The American Association of Nurserymen is the largest organization of the kind in the world. This association is spending more money in experiments and in the advancement of Horticulture than all other agencies combined.

No one is admitted to the American Association of Nurserymen whose methods of doing business are not fair and when it is found that anyone is not treating customers square or whose practices are not in accordance with the high standards of the Association, such a concern is expelled therefrom.

Members of the Association of Nurserymen are business organizations which have investments in land and nursery equipment and which are in the business to stay. These concerns are trying to serve their customers in the best possible manner by producing the best stock that can be grown. They have improved facilities for handling, digging and shipping. They give valuable information relative to planting and care of nursery stock bought from them.

Your safeguard is to buy from a member of the American Association of Nurserymen. All shipments from members of this association bear a blue tag with the trade mark shown opposite. Look for this trade mark on a blue tag on your shipment of nursery stock. It is a guarantee of best quality, fresh stock with well developed root systems. If you have any just complaint to make about any purchase from a member of the American Association of Nurserymen you are requested to report to the Secretary.

If you do not know the members of the American Association of Nurserymen in your locality, a list will be sent you on request.

Address: JOHN WATSON, Executive Secretary,
AMERICAN ASSOCIATION OF NURSERYMEN
PRINCETON, NEW JERSEY

let's make it their safeguard by maintaining a high class membership.

For years we have been trying in vain to increase the membership but have failed; and, unless we can show some advantage of being a member, there will be a decrease in the present number of members.

Here is the secret of increasing and securing a large membership to the Association. When we begin a specific campaign of advertising of the American Association of Nurserymen all the fellows who are out will want to get in. When the public is told to buy only from members of the Association and are educated in this way then there will be some advantage in being a member. These fellows will be glad to join and run their business on the high standards set by the Association and we will have fewer cut-throat nurseries to deal with.

I give here a rough suggestion for an advertisement along the line that I think the campaign should be conducted. Such advertisements can go on indefinitely. There is no end of the amount of things that can be said in these advertisements that will interest the public. We can tell of what we are trying to do, of the difficulties under which the different kinds of stock is propagated and many other things can be said that will be educational and of interest to the general public and that will fix in their minds that the one safe rule in buying nursery stock is to buy from a member of the American Association of Nurserymen.

J. Horace McFarland of Harrisburg, Pa., on a recent western trip visited some of the Nurseries in northern Illinois.

A subject of direct interest to Nurserymen is that discussed in this issue by James Handy, veteran apple man, of Quincy, Ill., founder of Apple Day. Read it and plan active co-operation with planters, as Secretary Watson has suggested.

Circular matter detailing the operation of the A. A. N. Credit and Collection Bureau's arrangement with the United States Fidelity and Guaranty Company was sent to members of the Association last month by Secretary Watson. The system seems to be by far the best the Association members have had access to. There is a wide range of choice of procedure and the whole process is safeguarded, while at the same time the costs are the minimum.

The practical suggestions by George Parker regarding the advertising to be done by the American Association of Nurserymen as outlined graphically in the last issue of the American Nursery Trade Bulletin, and reproduced in this issue of the American Nurseryman have attracted wide attention. If any of our readers have not yet noted this matter, we urge attention thereto.

Both President Moon and Secretary Watson have expressed interest in having all members of the A. A. N. pay particular attention to Mr. Parker's suggestion.



Natural Habit

IBOLIUM

THE NEW HYBRID HARDY PRIVET

(L. Ibota x Ovalifolium)

Introducers of Box-Barberry, well rooted summer frame cuttings—\$65.00 per M.

The Elm City Nursery Co.,
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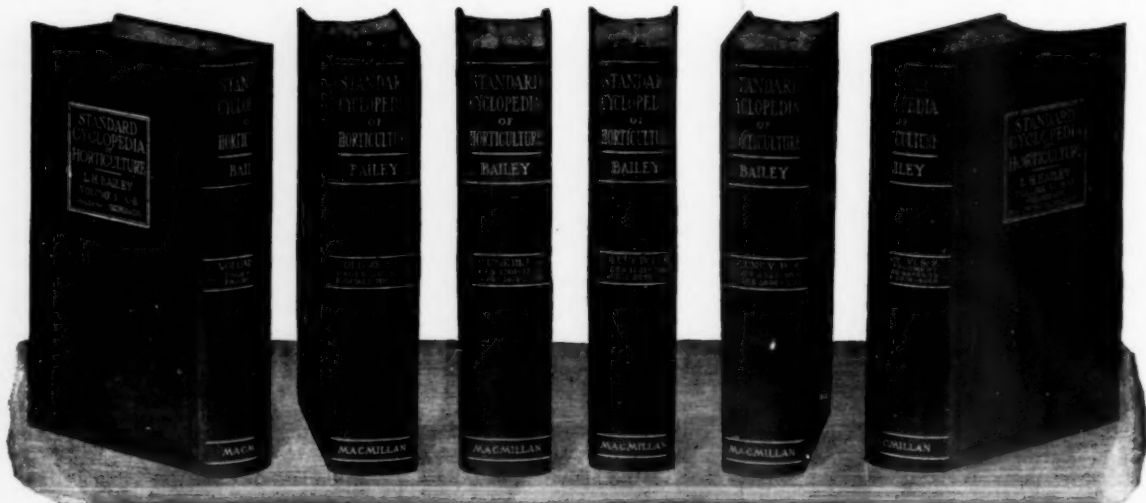
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Awakening of Business Edward N. Hurley, Chairman Fed. Trade Com'n....	2.15	Injurious Insects—F. L. Washburn	2.15	Principles of Fruit Growing—Bailey	1.90
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Business by Mail—Promotion Meth- ods.....	2.15	Irrigation Farming—L. M. Wilcox.	2.15	Putnam's Garden Hand Book.....	2.00
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Fumigation Methods W. G. Johnson.....	1.65	Nursery Book—Dr. L. H. Bailey..	1.65	TROPICAL AND SEMI-TROPICAL: Spices—Riley.....	2.40
		Natural Style Landscaping—Waugh	2.65	The Coconut—Copeland.....	3.40
		Nut Culturist—Andrew S. Fuller..	1.75	Cocoa—Van Hall.....	4.15
		Ornamental Gardening—E. A. Long	1.40	Tropical Agriculture—Nicholls..	1.65
		Outlook to Nature—Bailey.....	1.35		
		Parsons on the Rose—Parsons....	1.35		
		Peach Culture—J. A. Fulton.....	1.35		
		Peach Growing—By H. P. Gould..	2.15		
		Pear Culture for Profit—Quinn....	1.35		
		Physical Properties of Soil By A. G. McCall.....	.75		
		Plant Breeding, New Edition By Dr. L. H. Bailey.....	2.14		

A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view.—H. Dumont, Chicago, Ill., in Printer's Ink.

The Standard Cyclopedia of Horticulture

BY
Dr. L. H. Bailey



WE HAVE sold to Nurserymen and Horticulturists many sets of this Monarch of Horticultural Literature. It is the standard publication of the kind and should be in the library of every progressive horticulturist. As a reference book it is unexcelled. Six volumes, large quarto; 3600 pages; 24 full page plates; 96 sepia half-tone engravings; more than 4000 text engravings; 5000 collaborators; approximately 4000 genera, 15000 species and

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Write for 16-page prospectus containing description and our offer.

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Blackberries **Lining Out Stock and**
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Shrubs and Shade Trees in carload lots

We would be pleased to quote you on your Want List

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Boston Ivy
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Prices on request.

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Japanese pear seed.

Japanese pear seedling. 2-16, 3-16, 4-16.

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Dispyros Kaki (Japanese Persimmons) Several varieties, seedling and seed.

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Special lowest prices on application.

To Get Your Share of the Peony Profits

You must have the Peonies. Use "Pennant Brand" Peonies for your retail trade, to stock up and to complete your assortment. They are good, strong divisions, well grown to please, yet prices are reasonable. There's money in the flowers, too. And every year's delay is a year's profit lost. Here is a part of the st.

"PENNANT BRAND" PEONIES

	Doz.	100
Alex. Dumas, early brilliant pink	\$2.50	\$17.50
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Duc de Cazes, midseason rose	2.00	15.00
Duchesse de Nemours, ivory white	2.00	16.00
Duchesse d'Orleans, soft pink	1.50	12.00
Eduis superba, a very early pink	1.50	12.00
Emile Lemoine, purplish red	1.50	12.00
Floral Treasure, midseason shell pink	3.00	20.00
Jeanne d'Arc, pink and bluish	2.50	20.00
Mme. Calot, bluish, becoming white	2.50	17.50
Mme de Vernerville, fine early white	2.50	17.50
Queen Emma, pink, a money maker	4.50	35.00
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Send for complete descriptive list, even if not ready to buy now. Have us send you our bulletins regularly. The Federal quarantine will likely make a shortage. Better order early. 1,000 lots quoted by letter.

SARCOXIE NURSERIES
PEONY FIELDS

WILD BROS. NURSERY CO.
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Strawberries

Summer and Fall Bearing
 Headquarters for Strawberries and Fruit Plants of all kinds. Raspberries, Blackberries, Currants, Gooseberries, Grapes, Fruit Trees, Roses, Shrubs, Eggs for Hatching, Cakes, Baskets. Catalog free. L.J. Farmer, Palacki, N.Y.

Remember the Mid-Month Issue of the
AMERICAN

Nursery Trade Bulletin

FOR TRADE ANNOUNCEMENTS

Forms close on 12th

39 State St.

ROCHESTER, N. Y.

AMERICAN business men do not realize the value which trade journals and technical magazines may be to them in increasing efficiency of their factories and in giving them a broad and comprehensive view of their business. Our foreign competitors read almost every article published upon their business with great care and thoroughness. Many of them have duplicate copies of their favorite trade paper sent to their homes so that they may read them away from their business without being disturbed. Many foreign manufacturers contribute articles to these journals on phases of the business with which they are most familiar. Such articles are bound to be helpful and have a constructive effect.

"Our trade journals and technical papers are the best in the world and they should be encouraged and supported by our business men. Copies should be placed where employees can see them and they should be urged to read and study them. These papers are preaching the gospel of sound business on practical lines and are helpful not only to business but to the country as a whole. If the suggestions made by them in the past had been followed by our business men it would not be necessary at this time to point out some of the fundamental weaknesses in American business."—Edward N. Hurley, Chairman U. S. Shipping Board.

Twice-a-month

Nursery Trade Publicity

On the 1st and the 15th

AMERICAN NURSERYMAN

NURSERY TRADE BULLETIN

When writing to advertisers just mention American Nurseryman.

E. P. BERNARDIN

Parsons Wholesale Nurseries

Parsons, Kansas

ESTABLISHED 1870

Specializes in

AMOR NORTH AND VULGARIS Privet. EARLY HARVEST B. B. Root grown. BUNGEII 2 and 3 year heads. SHADE TREES. Large stock, all sizes.

ORNAMENTALS. Grown for landscape work.

Correspondence solicited

WANTED FOR FALL DELIVERY—10,000 Peach 2x3 and 3x4 ft., Elbertas and J. Hale; 5,000 Keffler and Garber, 1 yr. whips, 2x3 ft.; 3,000 Cherry, Pear and Plum, 2 and 3 yr. old; 1 bushel Apple Seeds; 50,000 Apple Seedlings; 50,000 Pear Seedlings.

WE HAVE 50,000 SURPLUS APPLE, in 2 and 3 year trees, in the leading varieties. For prices, write FARINA NURSERIES, Farina, Ill. L. GRAVES & SON.

No matter what periodical you are taking, AMERICAN NURSERYMAN should be regularly on your desk. A business aid. Bristling with exclusive trade news. Absolutely independent. NOT OWNED BY NURSERYMEN.

PLANT BREEDING

By BAILEY and GILBERT

Professor Bailey's standard text, originally issued some twenty years ago, has been revised and brought down to date by A. W. Gilbert, Professor of Plant Breeding in the New York State College of Agriculture. In addition to the many changes made in the material that has been retained, there are now included in the volume new discussions of mutations, Mendelism, heredity and the recent applications of the breeding of plants. There are also extensive laboratory exercises and a bibliography. Altogether the work is a comprehensive encyclopedia on the subject of plant-breeding.

Price \$2.15

American Fruits Publishing Co.
 ROCHESTER, N. Y.

LABELS FOR NURSERYMEN

THE BENJAMIN CHASE CO.,

DERRY, N. H.

Cultural Topics

Cultural Work In West Virginia

The Department of Horticulture, West Virginia University, has been doing a great deal of splendid work at Morgantown. Under the directions of Professor W. H. Alderman, B. S. Agr., the horticultural work has become of first importance among the numerous subjects taught at the University. Many experiments of great value to orchardists, small fruit growers, gardeners and others have been carried on to completion under directions of himself and staff and other experiments are still in progress. Dr. J. K. Shaw of the Mass. Agt. College has been appointed head of the department to succeed Prof. Alderman who is chief of horticulture in Minnesota.

The work in the orchards has come directly under Professor Alderman, H. L. Crane, M. S. Agr., Leslie Ankrom, S. S. Agr., W. R. Legge, M. W. Agr., and H. F. Knowlton, Ph. D., a Michigan graduate who recently came here from Cornell University. Both Legge and Knowlton were with the American artillery units in France for nearly a year.

Among the various orchard projects, there has just been completed a nine year fertilizer experiment with apples and peaches. This experiment involves eight orchards and 1298 trees. The report on the result will be published this fall. A technical study has also been made on the pruning of fruit trees, the experiment covering 1400 trees. An experiment of nine years has been completed on the sterility of the apple, demonstrating that no variety of apple is self sterile, but that practically all varieties are benefited by cross pollinations with other varieties.

Cultured experiments were made in two orchards to show the best treatment for hill orchard that must be held in sod and to show whether cultivation could be dispensed with.

Five orchards were used for testing varieties of fruits to determine the ones best adapted to West Virginia orchards. Experiments have also been made with dwarf orchards in order to study the practicability of growing dwarf trees for home or commercial purposes. Pedigreed stock was tested out as to yield and general value.

Demonstration orchards are located in various sections of the state and are worked in co-operation between the county agents and the Extension Division.

The community packing house and school will be located in the Eastern pan-handle and will be in charge of W. R. Legge. This will be a model commercial packing plant with capacity of 1800 barrels per day as well as a first class training school for packers, pickers and others.

H. Wyatt Richey, B. S. Agr., is in charge of the small fruit work, which is another extremely important experiment. He is making a special effort to determine the possibility of grape growing in West Virginia, testing types and the value of pruning and training the vines. He has a number of variety tests under way in strawberries, blackberries, raspberries, currants and gooseberries. He is conducting fertilizer experiments with all small fruits and is doing breeding work with strawberries and making studies of pedigreed plants.

The floriculture and landscape work is in charge of H. H. Hatch, M. S., who has just returned from service with the Army in France. He has been studying the growing of carnations with hopes of increasing the yield by the use of pedigreed stock. He is making a general survey of the greenhouse work about the state with a view of learning what are present possibilities for greenhouse men in this section. He has also been doing extensive landscape gardening, helping school boards beautify their school ground and assisting community and civic improvement clubs.

Fruit judging has been an important piece of work. Five teams have been sent out by the department in competition with the foremost fruit states of the country such as New York, Pennsylvania, Maryland, Delaware, Kentucky, Ohio, Missouri, and Iowa. The West Virginia team won the championship of the country once, second place

another time and made the highest individual scores twice.

The Horticultural Department has 65 acres of land now under experiment. Two large greenhouses are also a part of the University plant. A considerable amount of horticultural work on the Raymond farms in Hardy County is in charge of L. F. Sutton, B. S. Agr., and the management of the field work there is in charge of J. B. Blandford, the local superintendent.

Association Publicity

Editor American Nurseryman:

In the editorial of September 6th, The Country Gentleman says, "If it is true that the public has never appreciated the good nurseryman it is also true that the good nurseryman have never pulled together long enough nor hard enough to clean up their industry. They have provided nothing by which the average planter can distinguish between the dependable firm and the get-rich-quick rascal."

In that last sentence is a clear, clean-cut proposition in a nut-shell for the expenditure of the money raised for the Market Development by the American Association. Provide a way for the public to distinguish between the dependable firms and the unreliable firms by acquainting them with the American Association of Nurserymen, the largest Horticultural organization in the world. Very few people have ever heard of it or know that there is such an organization. They do not know of the high ideals maintained by Nurserymen. They do not know that men engaged in the nursery business are prominent in public life. We must tell them of these things through the advertisements of the American Association of Nurserymen. We must not spend this money in creating business for the "get-rich-quick rascal" referred to in this editorial.

We must increase the membership of the American Association and make it of interest to a reliable nurseryman to be a member and make it profitable to him to be a member and not a burden. Make the advertising specific so that "the average planter can distinguish between the dependable firm and the get-rich quick rascal."

GEORGE PARKER.

Southwestern Nurserymen

Supplementing the report of the second annual convention of the Southwestern Association of Nurserymen in the October issue of the *American Nurseryman*:

A legislative committee to frame a resolution to present to the state assemblies regarding nursery inspection and control, consisting of J. R. Mayhew, J. M. Ramsey, J. T. Foote, John S. Kerr, Jim Parker and George Parker, was selected. The Association is opposed to the employment as state nursery inspectors, of men who have been nursery owners or employees.

Will Munson, Denison, Tex., and George Parker, Fayetteville, Ark., with the officers constitute the executive committee of the Association. Transportation committee: W. C. Griffing, C. C. Mayhew, Ben Davis, N. M. Scheid, J. L. Downing.

J. R. McKee, a prominent fruit grower of East Texas, spoke at some length on the peach production of East Texas for the last fifty years. The industry has been going backward for several years, according to Mr. McKee, but since the fruit growers have learned how to combat tree diseases and insects, the outlook is for the greatest revival of the fruit industry in East Texas.

R. G. Piner of Sherman, discussed transportation matters, which, he said, would not be improved this year, and he suggested that Nurserymen prepare for delays, but urged them to take up the matter of their shipments with agents and representatives of railroads to show them the importance of nursery shipments, as they were classed as perishable goods.

According to the meeting, not enough attention is given the growing of flowers and various species of shrubbery by the Nurserymen over the country, and all were urged to give this more attention as a matter of civic pride and beautification.

J. R. Mayhew highly approved the work of the state to promote the industry in Texas, and although he stated that the present force employed by the state was al-

together too small to perform beneficial work in behalf of the Nurserymen, he admitted that as a protection to the public, which must buy the products of the many growers, and as a safeguard to the honest producer, their work and inspections could not be too highly commended. Mr. Mayhew further suggested that as the present appropriations were too small to afford the employment by the state government of experts in fruit and other plant growing it behooved such organizations as the Southwestern Association to ask for larger allowances for the purpose of promoting the business in the state. Experienced men, both practical and technical, for employment by the state in inspection and promoting work, is the desire of all Nurserymen, according to the speaker.

The talk by Mr. Mayhew brought about considerable discussion, regarding the present work of the state officials, first from the Nurseryman's point of view and later from the inspector's side of the question.

It was finally agreed that the force of six inspectors for the state of Texas, was entirely insufficient for the amount of work needed, and it was suggested by several members that more assistance be asked of the state while still other members regarded inspection by the state as unnecessary and unlightening and above all useless expenditure of the state funds.

The resolution committee passed a resolution thanking W. N. King, secretary of the Chamber of Commerce, also the organization and all citizens for the cordial treatment while in the city. Mr. King kept a box of cigars handy for the members, also arranged for them to attend the picture shows without cost to them. Several offers of entertainment were made to the delegates, but on account of rain and the very busy sessions these plans could not be carried out.

UNITED STATES DEPARTMENT OF AGRICULTURE

Federal Horticultural Board
Washington, D. C.

NEW VARIETIES FOR PERSONAL USE

In the explanation (HB-105) of Regulations as amended under Quarantine 37 it is stated that "in exceptional cases the importation of novelties (i. e. new varieties) may be made for personal use but not for sale." This is intended to provide for the importation of such new varieties by directors of botanical gardens, collectors, and growers of special collections of plants of recognized standing, but was not intended to apply to importations which may be desired for personal use other than as indicated or for the adornment of private estates. In case such public gardens, collectors, or growers of special collections are not known to the experts of this department, they may be required to furnish evidence of their status.

C. L. MARLATT,
Chairman of Board.

Oct. 7, 1919.

Publicity Work on the Coast—The Interstate Realty Association of the Pacific Northwest, Victoria, B. C., has sent the following self-explanatory letter to M. G. Mitchell, the progressive secretary of the Mitchell Nursery Co., Tacoma, Wash.:

"I am in receipt of your very interesting letter about the Washington State Nurserymen's Association and I think your idea of co-operation between the Real Estate Association and the Nurserymen an excellent one. On my next report to the Secretary of the Inter-State I will deal with this valued suggestion.

"I do not think that you good Tacoma people require any suggestions in the publicity line as you are past masters in the art.

"Alfred Carmichael, Chairman Publicity Committee."

QUESTION BOX

"We are required by Ohio railroad officials to pay in advance freight charges on nursery stock. Is this a warranted regulation?—Evansville Nurseries, Evansville, Ind.

Can you give us the name of an American firm which has trained fruit trees for sale?—Brown Bros. & Co., Ltd., Vancouver, B. C.

HEIKES - HUNTSVILLE - TREES

**SHRUBS
SHADE TREES
EVERGREENS**

Good Assortment. Excellent Quality. All our own growing.
Fall trade list now ready. Ask for your copy.

HUNTSVILLE WHOLESALE NURSERIES
HUNTSVILLE, ALA.

Vincennes Nurseries

W. C. REED & SON, Prop., VINCENNES, IND.

Cherry 2 Year Usual Supply.

Demand very heavy; no more car lots to offer; can furnish limited amounts in assorted orders.

Cherry One Year

Thrifty and nice, will only dig limited number. Not as heavy as usual owing to cold April. Will make excellent two year. Prefer to carry over if our customers will let us.

Peach One Year

Limited amount in assorted orders only.

Apple Two Year

General list Leading Varieties in limited quantity.

Hardy Nut Trees

Grafted and Budded Pecans, English Walnuts and Grafted Black Walnuts in the best varieties.

Trade List now ready.

Chief Exponent of the American Nursery Trade

The American Nurseryman

National Journal of Commercial Horticulture

AMERICAN FRUITS PUBLISHING COMPANY, Inc.,
39 State St., ROCHESTER, N. Y.

Subscription Rates:—\$1.50 per yr.; 3 yrs. for \$3.50.
Canada and abroad : 50 cents extra per year

ADVERTISING RATE, \$2.10 PER INCH

"You are issuing a splendid Journal, covering the news of the trade from coast to coast." Former President E. S. Welch, American Association of Nurserymen.

Edited by Ralph T. Olcott, founder of American Nursery Trade Journalism. "The dean of Nursery Trade Journalists, who, since June, 1898—a quarter of a century—has boosted all the time for the interests of all the nurserymen."—Former President John Watson, American Association of Nurserymen.

ONE CAN only act in the light of present knowledge.

Until you know of the existence of such a Nursery Trade Journal as the AMERICAN NURSERYMAN you must act with such knowledge as you have.

It is for this reason that we are glad to acquaint you with this publication. It speaks for itself; but if you would have corroborative proof, ask any prominent Nurseryman.

Calls for back numbers come in almost every mail. Many cannot be supplied, as editions have been exhausted. The only safe way is to see that your subscription is paid for in advance.

"A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view."—H. Dumont, Chicago, Ill., in Printer's Ink.

TO THE TRADE ONLY

We offer a general assortment of Nursery stock, and Nursery supplies, including—
A few thousand Vrooman **FRANQUETTE** and **MAYETTE** Walnuts, both grafted and seedlings from grafted trees, and **ITALIAN** or **SPANISH** Chestnut

Portland Wholesale Nursery Co.

122 1 2 Grand Ave. PORTLAND, OREGON

Scarcity of Stock

makes our offer of choice shade trees and shrubs interesting reading.

We offer in assorted size Norway and Sugar Maple, Horse Chestnut, Catalpa Bungei, European Sycamore, American Elm.

In shrubs, Althea, both bush and tree shape, Cornus Siberica, Deutzias, Hydrangea P. G., Kerria Japonica and Japonica Variegated, Philadelphus assorted, Prunus Pissardi, Golden Elder, Spirea Opulifolia Aurea, Thunbergii and Van Houttei.

In Evergreens, Douglas Spruce, White Spruce, Norway Spruce, White and Scotch Pine, Retinospora Picifera and Picifera Aurea; Arbor Vitae, Columbia, Compacta, Ellwangeriana, Lutea, Siberica, and Siberica Lutescens.

W. B. COLE, Painesville, O.

A BILLION DOLLAR INDUSTRY

THE horticultural interests of the United States comprise one of the basic industries of the country. The approximate commercial value of the product derived therefrom is fully \$1,000,000,000 annually, according to the estimate of the National Congress of Horticulture, the organization of which was brought about through the persistent efforts of the "American Nurseryman." The welfare of the whole people of the United States depends largely upon the fostering and developing of these interests.

Scientific, systematic, practical, effective and adequate endeavor to promote this industry starts in the nursery of the country which represent an investment of \$25,000,000. The activities of orchardists and landscape planters are inseparably connected with those of nurserymen and are recorded in close association in this publication.

The "American Nurseryman" represents in the highest degree every worthy movement for the development of this great field and has earned its title of THE NATIONAL JOURNAL OF COMMERCIAL HORTICULTURE.

Keep NURSERY TRADE BULLETIN date in mind—15th of each month.

The Special Wholesale and Retail Business of

EUROPEAN SEEDS OF TREES AND SHRUBS

conducted by ST. PRZEDPELSKI, KIEFF, RUSSIA, was liquidated in 1918 and removed to **PLOCK, POLAND**, where it is now in operation.

All orders can be filled now at prices 20 to 30 per cent. higher than those published in my last Price List, No. 13, in Autumn of 1917.

This firm will buy every kind of seeds of American Trees and Shrubs. Please send offers as soon as possible.

All correspondence and orders should be addressed to

ST. PRZEDPELSKI & COMPANY, PLOCK, POLAND, EUROPE

Quercus palustris (Pin Oak)
Fraxinus americana

(White Ash)

Populus nigra fastigiata
(Lombardy Poplar)

Ulmus monumental
(Cornish Elm)

Ask for our prices before ordering

AUDUBON NURSERY

H. VERZAAL, General Manager

WILMINGTON, P. O. Box 275 N. C.

Your Prospective Customers

are listed in our Catalog of 99% guaranteed Mailing Lists. It also contains vital suggestions how to advertise and sell profitably by mail. Counts and prices given on 6000 different national Lists, covering all classes; for instance, Farmers, Roodie Mfrs., Hardware Dirs., Zinc Mines, etc. This valuable Reference Book free. Write for it.

Strengthen Your Advertising Literature.

Our Analytical Advertising Council and Sales Promotion Service will improve both your plan and copy, thus insuring maximum profits. Submit your literature for preliminary analysis and quotation—no obligation.

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NOTICE

To all American Nurserymen and Seedmen desiring to keep in touch with commercial horticulture in England and the continent of Europe—Your best means of doing this is to take in the

HORTICULTURAL ADVERTISER

Our circulation covers the whole trade in Great Britain and the cream of the European firms. Impartial reports of all novelties, etc. Paper free on receipt of \$1.00, covering cost of postage yearly. As the H. A. is a purely trade medium, applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trade.

Reestablished 1888

A. & C. PEARSON, Lowdham, Nottingham, Eng.

When writing to advertisers just mention American Nurseryman.

A Nurseryman's Relation With His Customers

An Article Contributed by President J. Edward Moon of the American Association of Nurserymen to the Bulletin of the Garden Club of America

IT seems to me there is only one way to view this subject—if a Nurseryman is expecting to build an enduring and profitable business—and that is to look at our relations in the light of the Golden Rule, which is to "Do unto others as you would they should do unto you."

Most Nurserymen, despite criticism sometimes aimed at them, do try to do this. Perhaps they fall short of this ideal relationship with their customers most, because they are judged in comparison with the relationship of department stores or mercantile establishments and their customers. The complete satisfaction of such relationships is impossible in the Nursery business, for weather conditions interfere, the protection of standards and quality of brands by copyright or patent is not given the grower, and, besides, his product is perishable—hence the uniformity in manufacturing processes is not possible.

Consider the elements in the production of Nursery stock—soil, time, weather, and labor. Soil affects vitality. With scientific analysis it is largely amenable to a plant's requirements, when properly fertilized, drained, or cultivated.

Time, that element in the production of nursery stock calling for a sense of prophecy—that two, five, ten, or even twenty years hence, the plant propagated and grown will be wanted and in the quantity produced—is the element a Nurseryman must have to produce Boxwood, Rhododendron, and other slow growing plants that have, prior to the promulgation of Quarantine Order No. 37, come from abroad. Time is a Nurseryman's legitimate excuse for not having in supply the rare and interesting plants your garden magazine proclaims from the Orient, or elsewhere. He must first have time for the plant to prove its hardiness and characteristics in the land of its adoption, and until these are proven a Nurseryman is not justified in investing his money in its production. The ability later to supply the plant depends on the ease with which it is reproduced and grown. Thus it is apparent that no such hidden production of new or unusual Nursery products is possible now to fill the void left by the plant exclusion act, as was possible in the prompt manufacture of new or unusual articles, such as dyes, during the recent war-time.

Weather is an element which, if favorable,

shortens the time required for production. It is a variable element that makes uniform quality impossible.

Labor is the most costly of all the requirements in the production of Nursery stock. Those employed in the Nursery industry are as efficient or as inefficient as those to be found anywhere. Assuming proper management, the efficiency of labor is responsible for much that makes a Nurseryman's relationships with his customers satisfactory, such as the digging of the plants with good root systems, packing them carefully, etc. This labor is rightly being paid today commensurately with wages in other industries, and the reflection of such wages will be felt in the price of Nursery stock for some time to come. It is labor that often carelessly, or unknowingly, confuses or ignores labels and mixes names, which result in untrue varieties. This has probably brought more ill-repute upon Nurserymen than any other fault with which we are accused. The accusation is rightly brought, for such errors are due to human fallibility, against which every precaution should be taken, and which cannot be attributed entirely to causes beyond control, as the elements of time or weather. The unscrupulous practices of any Nursery agent are equally harmful, and equally defenseless. The customer has a right to expect his nurseryman's protection against any such misrepresentation on his own, or labor's part, regardless of whether employed in the field or in the sales force.

A knowledge of these problems of the nurseryman on the part of his customers will help to better relationships. Conversely, an equally clear understanding of the customer's problems will help the Nurseryman to give satisfaction.

The planter who tells his Nurseryman fully of his requirements, as he would tell his lawyer or architect can, from the right kind of Nurseryman, get expert opinions upon what to plant, and how to plant and care for it. Many nurseries have service departments in which are experts on fruit culture, or landscape gardening. These men go exhaustively into a customer's planting problems and helpful reliable assistance is given generously. Such personal service to a customer's requirements costs Nurserymen money, and the sales costs of growers unequipped to render this assistance are naturally less, which difference is, of course, reflected in the prices.

The lamentable lack of sufficient gardening knowledge on the part of many buyers leads them to the snare of "cheapness of price," hence Nurserymen seeking to pro-

vide the reliable service planters need find all too frequently that advantage is taken of their ability and willingness to supply this reliable assistance, after which the stock is purchased from a "cheaper price" nursery, which carried no burden for service rendered. It is because customers fail to support adequately with their patronage the grower who provides such service, that there are not more firms so equipped. Insane competition that results in underselling and the buyers relish for a "bargain" are always tending to eliminate the courtesies and service many wish to give, for, contrary to popular opinion, service is not something given for nothing, but prompt, intelligent attention to a customer's requirements, which only a contented, well-paid organization can provide.

Guaranteeing Nursery stock to grow is a factor in relations with a customer upon which we do not all agree. There are Nurserymen who will assume no responsibility at all. There are others who will supply new plants to take the place of those which die. Between these extremes is a middle course, probably more equitable to both buyer and seller. This is the policy of replacing trees that fail to grow at one-half the price originally paid. Why should a Nurseryman do more?

Planting, maintenance, and weather condition vitally affect newly planted Nursery stock, and these are conditions beyond a Nurseryman's control. Agreeing to replace without costs has, in many instances, led to neglect of a plant's needs by the customer, for he or his gardener argues that the Nurseryman is responsible, so why disturb the plant, when a little watering or cultivation at the proper time would have saved it. How can a customer's tree succeed, if it does not annually, or as often as is necessary, have the attention it requires, just as any other living organism must have its requirements met if it is to survive?

A natural question to arise in the mind of a customer is "How, then, am I to know the Nurserymen with whom my relationships are to be most satisfactory?" The reliability of the firm dealt with is, perhaps, the best assurance. Nurseryman have, however, of themselves, thrown about membership in the American Association of Nurserymen certain requirements for reliable and honest dealings by which their members are expected to abide, though the Association does not stand responsible for the transactions of the membership. A list of the Nurserymen who have been admitted to this Association can be had by application to the Executive Secretary, John Watson, 400 Nassau Street, Princeton, N. J.

INTERNATIONAL APPLE DAY

By James Handly, Quincy, Ill., Founder of Apple Day

It was announced at the last annual meeting of the International Apple Shippers' Association held in Milwaukee in August, and well attended by apple dealers from Europe, Cuba and South America that there was a prevailing sentiment for changing the name of the apple anniversary from National Apple Day and the motion of making the change was unanimously adopted.

The first National Apple Day in the United States was duly observed in October 1905 and the first vote by an organization for having such annual date was given by the New York State Fruit Growers Society at the annual meeting in Geneva, January 1905. For ten years the annual anniversary for National Apple Day was observed on the third Tuesday in October. Primarily the day was instituted for educational and commercial purposes. A day to be set apart for balancing account with orchards, discovering causes for failure with a fixed determination to eliminate past mistakes in future efforts and when balances made a good showing on the right side of ledgers, to clearly comprehend the favorable causes and to increase efforts for the good effects in the coming seasons.

Naturally a feast of apples became a fixed feature for the day and this form became very serviceable in years of surplus crops leading to a more general use and consumption of the fruit. Hence in order to more readily secure ripe and maturing apples for the festivities the date for observing the anniversary was changed from October to the first Thursday in November and as this latter date is rapidly approaching the attention of all directly or indirectly

RESOLUTION PASSED

At Chicago Convention, June, 1910

Resolved, That members of the American Association of Nurserymen shall not sell to any customer of nursery products, whether private owners, parks, cemeteries, realty developers, municipalities or similar large buyers, at prices which do not adequately protect in his sales and distribution expenses the nurseryman who buys similar stock to sell again; and

Resolved, That we disapprove of nurserymen giving their wholesale trade lists to or through professional landscape architects.

Resolved, That any member who violates the foregoing resolution shall forfeit his membership, as provided in Article IX of the Constitution.

concerned in our crop of apples is called to the coming event, hoping they will appreciate the importance of giving the day a proper recognition.

It is urged upon all orchard men that they will consider the primary purpose of having such anniversary and that they will trace cause for the shortage of crops during the past three or four years and indicate the correct courses leading along lines for future improvement.

To meet domestic and foreign demands for our national fruit there should without doubt be annual harvests of 100,000,000 barrels of apples. In the year 1896 when there were many thousand less orchards in the country than at present time and when available appliances and practical instructions for leading to the best results were indefinitely less the annual crop was 69,000,000 barrels of apples. Now in this twentieth century with all its noted advancement and enlightenment along the line of horticultural efforts the annual crop is reported to be only 23,000,000 barrels, one third of the crop grown with the noted disadvantages of

more than a score of years ago. Does not the result appear pitiful?

It would be difficult for us to trace causes for failure in apple belts beyond our observation but in the Middle West we noticed the lack of preparedness in the absence of smudge fires and orchard heaters when the cold waves of last April rolled over the country and when we have seen orchards late in the season that have been infected with scale and all sorts of fungus diseases it was clearly obvious that such orchards had not been sprayed and neither had they been pruned and cultivated. Then fruit was left to the mercy of the orchard pests.

We have also seen the brightest picture of well kept and cared for orchards returning abundant harvest, bringing cheerful wealth to the considerate owners.

In Calhoun County, Ill., Charles Ringhauser living at Hardin sold his apples this year as they hung on the trees, the buyer to do the picking and packing, for the sum of \$60,000. Mr. Ringhauser owns orchards in other counties, but it is reported that he gained a profit of \$200,000 in the past three years on his Calhoun County orchards. These notable examples for good results in caring for orchards could be continued indefinitely.

It is to be hoped and it is earnestly urged that apple growers will give sober and earnest attention to all of the bearings of growing apples when observing Apple Day on the first Thursday of next month—November.

It is anticipated that in order to increase efforts in production the International Apple Shippers Association will offer prizes for the best results that can be shown in orcharding next year.

JAMES HANDLY, Quincy, Ill.
Founder of Apple Day.

October 15, 1919.